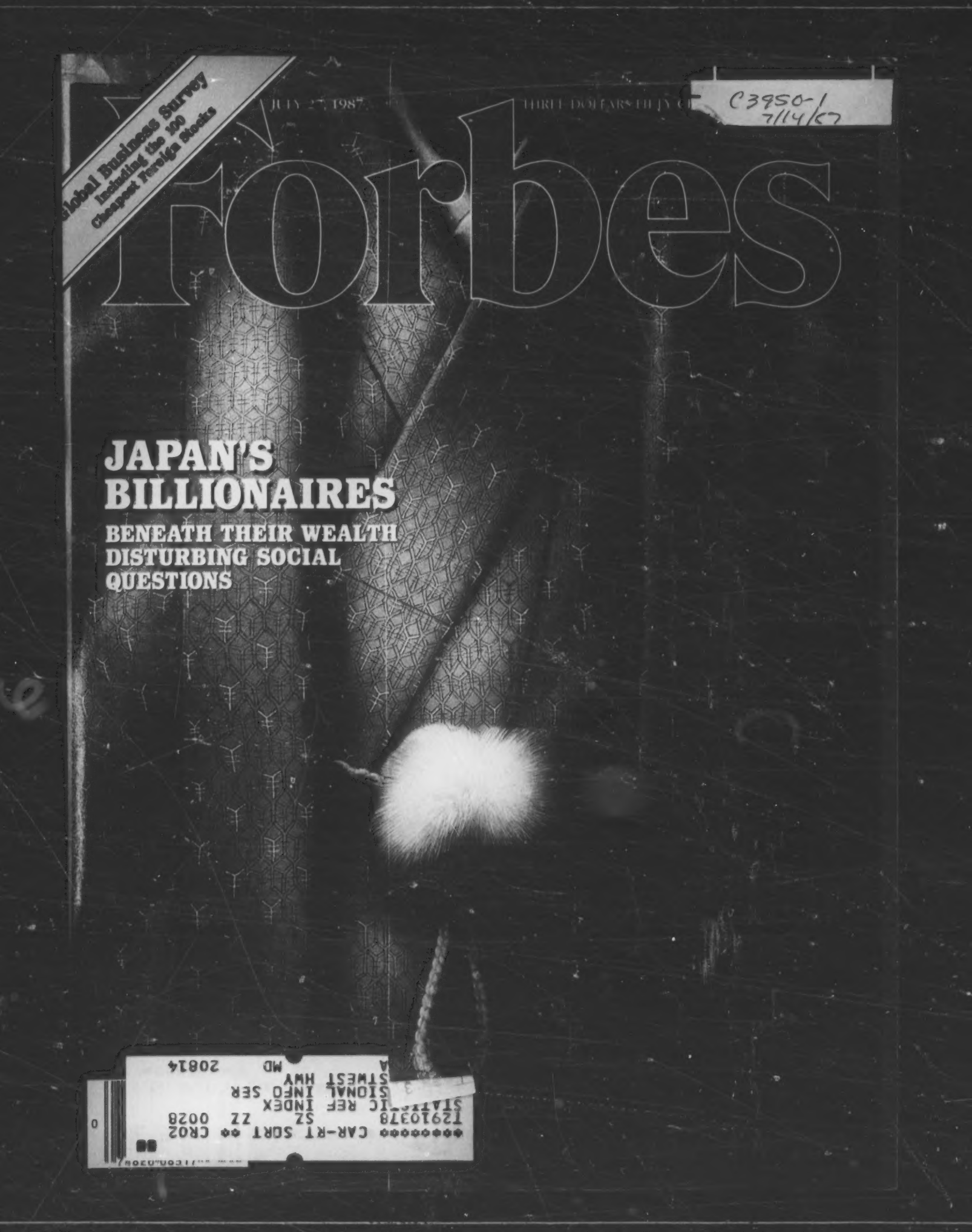


C3950-1
7/14/87

MD 20814
STWEST HWY
SIONAL INFO SER
TIC REF INDEX
T2910378 SZ ZZ 0028
******** CAR-RT SORT ** CR02

Forbes

JULY 27, 1987
VOLUME 140
NUMBER 2

39 *Brazil's bitter harvest*

THE EDITORIAL INDEX OF COMPANIES REFERRED TO IN THIS ISSUE IS ON PAGES 184 AND 185.

COVER STORY

66 Land Of The Rising Billionaires
By Andrew Tanzer
Now Japan has more billionaires than the U.S. has, but land, not export industries, is the basis of most of the wealth. Trouble ahead for the nation?

SPECIAL REPORT

111 The Forbes Foreign Rankings
112 The 100 Cheapest Foreign Stocks
116 The 500 Largest Foreign Companies
146 The 100 Largest Foreign Investments in the U.S.
152 The 100 Largest U.S. Multinationals
158 100 U.S.-Traded Foreign Stocks
Index to Foreign 500 on page 138.

COMPANIES

50 The Up & Comers: "Sailing Was Boring"
By Burr Leonard
At 57, Lou Purmort is building American Toxxic Control into his second big company.

52 The Up & Comers: Surviving The Cure
By Jan Parr
BMC Industries' board hired Ryal Poppa to save the company. But who would save the company from Poppa?

61 What's Not In The Prospectus
By Gretchen Morgenson
Medi-Rx America, Inc. sells drugs by mail. Caution for investors and customers: Know your management.

INVESTING

54 The Money Men: It's All Relative
By John Heins
Think the market is overvalued? Roger Newell says move the yardstick.

168 The Funds: Sounds Good . . .
By Ruth Simon
If small companies are supposed to regularly outperform large ones, why won't the market cooperate?

180 Streetwalker
AIDS; Morton Thiokol, Inc.; life insurance; Business Men's Assurance Co. of America; National Fuel Gas Co.

INTERNATIONAL

39 Bungling In Brazil
By Norman Gall
Brazil is one of the most promising economies in the world. Why can't it pay its debts? Why is foreign capital pulling out?

40 Tight Little Islands
By Richard Phalon
Sitting snugly in the English Channel, Jersey and Guernsey are paying the price for being fast-growing tax havens.

DEPARTMENTS

6 Side Lines
10 Follow-Through
12 Trends
16 Readers Say
21 Fact and Comment
26 Other Comments
29 Fact and Comment II
187 Flashbacks
188 Thoughts

COLUMNISTS

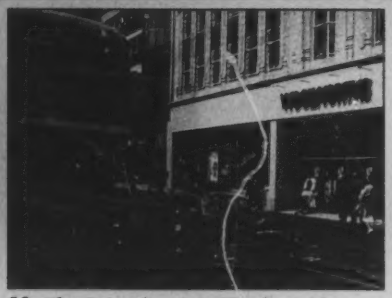
171 Ben Weberman
172 Susan Lee
174 David Dreman
176 Sruily Blotnick
178 Ashby Bladen

MONEY & INVESTMENTS

33 What's Ahead For Business
34 The Forbes Index
165 The Forbes/Wilshire 5000 Review

Cover illustration by Kinuko Y. Craft

50 *American Toxxic's Lou Purmort*



82 *The Brits clean up Woolworth's*

111 *Overview: investing overseas*

46 Le Big Bang
By Richard C. Morais
The Paris art auction market may be your last chance to see a bit of the 16th century in action.

INDUSTRIES

38 Biting Half A Bullet
By Allan Sloan
Most big banks have faced up to their foreign loan losses. Or have they?

42 Having It Both Ways
By Alex Ben Block
Network-affiliated TV stations are regaining their audiences, but at the networks' expense.

43 "We're The Lifeblood"
By Matthew Schifrin
Three years ago regulators called money brokers a "spreading cancer" for thrifts. Now Washington wants their help.

56 Making Crime Pay
By James Cook
High taxes make gasoline bootlegging a big and lucrative business.

TAXING MATTERS

64 Impractical Capacity
By Laura Saunders
Treasury's new budget balancing act: Stretch the law to create a de facto $3 billion tax increase. Also: Homebuilder blues.

MARKETING

82 "You Can't Market Variety"
By Jeffrey A. Trachtenberg
Woolworth U.K. was famous for its variety stores, real estate and chocolates. The candy is still there, but everything else has changed.

86 Food Fight!
By Steve Weiner
General Mills aims to eat some of Quaker Oats' breakfast. Aggressive marketing or prideful blunder?

SCIENCE & TECHNOLOGY

92 It's About Time
By Gail Bronson
Unlike research on many other illnesses, the study of alcoholism has only lately gotten trendy.

PERSONAL AFFAIRS

98 An Oasis In The Ginza
By Andrew Tanzer
Welcome to the Seiyo, Tokyo's most exclusive hotel.

99 Look Before You Lease
By Jonathan Clements
Auto leasing is attractive, but maybe too attractive, judging by some ads.

CAREERS

100 Frozen Out
By John Merwin
Meet Bruce Vorhauer, now an ostracized board member of the very company he founded.

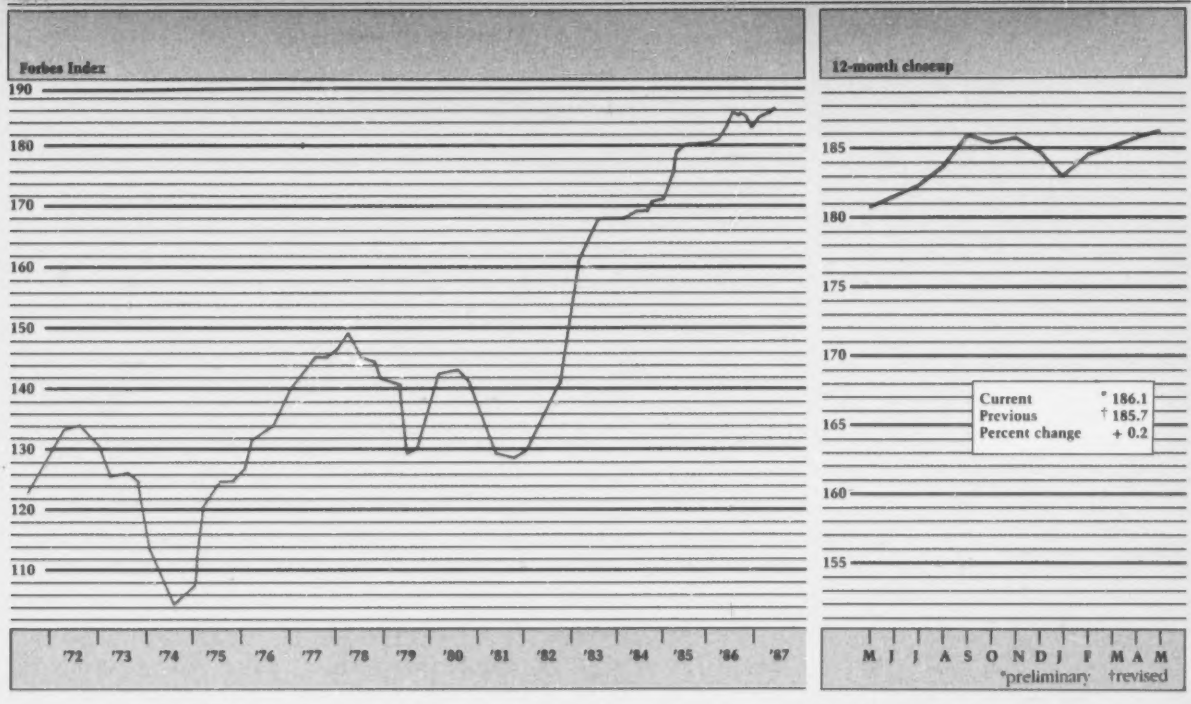
FACES BEHIND THE FIGURES

104 Mark Connally, *Business consultant*
106 Lee Thompson, *Smith Corona*
106 Ted S. Bernstein, *Assured Enterprises*
109 Mike DeAngelo, *Clothestime*

July 27, 1987 Volume 140 Number 2 Forbes (ISSN 0015 6914) is published biweekly except weekly during two weeks in April and two weeks in October, by Forbes Inc., 60 Fifth Ave., New York, N.Y. 10011. Second-class postage paid at New York, N.Y. and at additional mailing offices. Subscription $45 a year, U.S.A. Postmaster: Send address changes to Forbes, 60 Fifth Ave., New York, N.Y. 10011.

Copyright © 1987 Forbes Inc. Title is protected through a trademark registration in the U.S. Patent Office.
Forbes does not supply back issues or copies of individual articles. Requests for permission to reprint should be sent to the Permissions and Reprints Department at Forbes. Forbes is indexed in major periodicals indexes and can be located in bound copy or microform in major libraries. The full text is available electronically on major database systems.
Where necessary, permission is granted by the copyright owner for those registered with the Copyright Clearance Center (CCC), 27 Congress Street, Salem, MA, 01970 to photocopy articles owned by Forbes for a flat fee of $1.50 per copy per article. Send payment to the CCC stating the ISSN (0015 6914), volume and first and last page number of each article copied. Copying for other than personal use or internal reference, or of articles or columns not owned by Forbes without express permission of Forbes or the copyright owner is expressly prohibited.

The Forbes Index



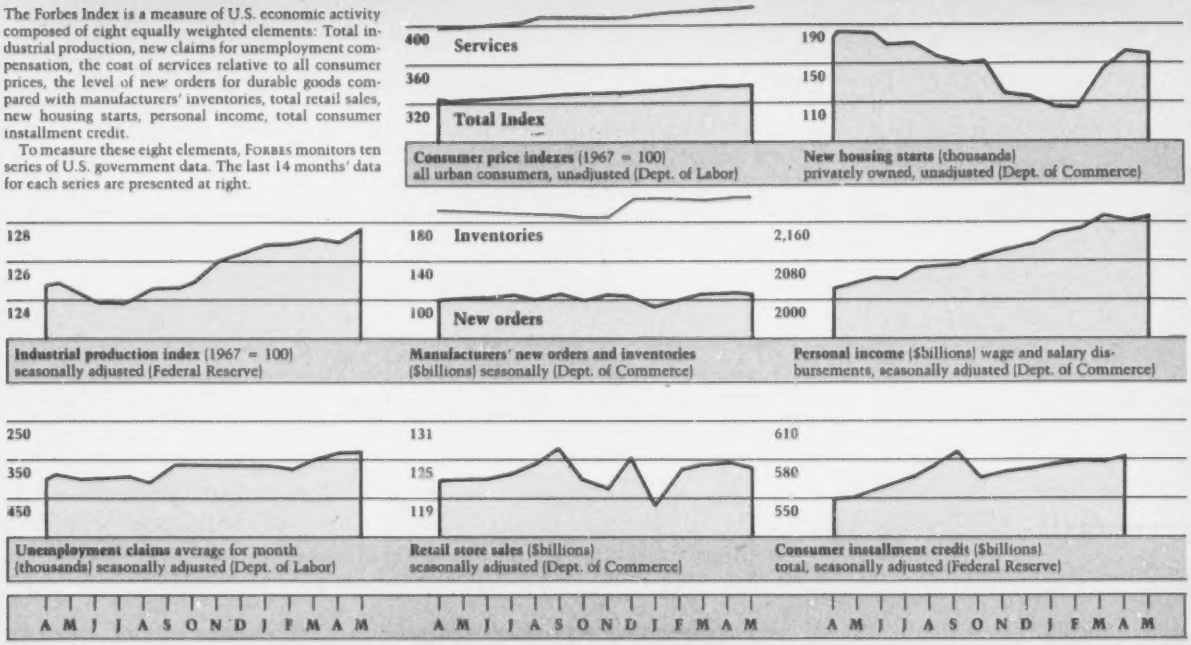
Will the uptick in manufacturing last? For the fourth consecutive month there was an increase in The Forbes Index of manufacturing activity. New orders for durable goods in the most recent three months rose faster than inventories. But weak auto sales contributed to a 0.6% slackening in retail sales in May. The 12-month total of new housing starts, hampered by higher mortgage rates, dropped 1.5%. There were only 160,000 new starts this May, compared with 187,000 a year ago. And personal income climbed 0.4%, to an annual rate of $2,171 billion.

Despite the problems with retail sales and housing, The Forbes Index rose 0.2%.

The Forbes Index Components

The Forbes Index is a measure of U.S. economic activity composed of eight equally weighted elements: Total industrial production, new claims for unemployment compensation, the cost of services relative to all consumer prices, the level of new orders for durable goods compared with manufacturers' inventories, total retail sales, new housing starts, personal income, total consumer installment credit.

To measure these eight elements, FORBES monitors ten series of U.S. government data. The last 14 months' data for each series are presented at right.


400
Services
360
320
Total Index
Consumer price indexes (1967 = 100) all urban consumers, unadjusted (Dept. of Labor)
190
150
110
New housing starts (thousands) privately owned, unadjusted (Dept. of Commerce)
128
126
124
Industrial production index (1967 = 100) seasonally adjusted (Federal Reserve)
180
140
100
Inventories
New orders
Manufacturers' new orders and inventories ($billions) seasonally (Dept. of Commerce)
2,160
2080
2000
Personal income ($billions) wage and salary disbursements, seasonally adjusted (Dept. of Commerce)
250
350
450
Unemployment claims average for month (thousands) seasonally adjusted (Dept. of Labor)
131
125
119
Retail store sales ($billions) seasonally adjusted (Dept. of Commerce)
610
580
550
Consumer installment credit ($billions) total, seasonally adjusted (Federal Reserve)
A M J J A S O N D J F M A M
A M J J A S O N D J F M A M
A M J J A S O N D J F M A M

Forbes

Most of the big banks have faced up to their foreign loan losses. Or have they?

Biting half a bullet

By Allan Sloan

IT'S BEEN TWO MONTHS now since Citicorp took a $3 billion bath by setting up a reserve to cover losses on some of its stinko less-developed-country loans. After watching Citicorp's stock rise rather than fall after its announcement, about 50 more bank companies took the plunge, writing off another $12 billion or so against earnings.

All is now well? If the secondary market for LDC loans is a guide, there may be more grief yet to come.

We base this gloomy conclusion on clear signals from the marketplace. There is a reasonably active market in LDC loans because some European banks and, later, U.S. regional banks decided to sell their paper and take a loss rather than hold on.

The table below analyzes the dozen banks with the greatest LDC loan exposure that have set up special write-offs. As you can see, marking their LDC loans to market suggests that the top six banks on our table may still have quite a lot to write off, notwithstanding their combined $9.2 billion in special second-quarter LDC reserves.

(We aren't even counting J.P. Morgan, which isn't on the list because as of early July it hadn't taken a special LDC hit. Morgan has about $6 billion of Third World loan exposure and no specific reserve to cover it. It wouldn't surprise us if Morgan took a hit of $800 million or so—which would be about 15% of the bank's shareholder equity.)

Using information provided to us by Keefe, Bruyette & Woods, the New York City-based company that specializes in bank stocks, we compared banks' LDC reserves with the value placed on their LDC paper by the secondary market. Granted the secondary market is thin and still fairly rudimentary, but it is a market.

Guess what? In every case the market accorded the loans a greater discount than the bank did.

We looked at Keefe's numbers for banks' exposure to five big troubled borrowers—Argentina, Brazil, Mexico, Venezuela and Chile—and valued the loans accordingly, using the highest quote that we heard.

Still overexposed?

A dozen big U.S. banks that have taken special LDC reserves. All dollar figures are in billions.

Bank	LDC exposure	Indicated LDC loan losses at market	LDC reserves	Excess of indicated losses over reserves	Excess as % of shareholders' equity
Citicorp	$14.85	$6.15	$3.80	$2.35	44%
Bank of America	10.00	4.16	1.85	2.31	97
Chase Manhattan	8.90	3.66	2.00	1.66	74
Manufacturers Hanover	8.41	3.47	1.85	1.62	94
Chemical	5.95	2.43	1.51	0.92	52
Bankers Trust	4.00	1.67	1.00	0.67	30
First Chicago	3.12	1.30	0.94	0.36	27
Continental Illinois	2.61	1.12	0.76	0.36	30
Security Pacific	1.80	0.75	0.65	0.10	4
Marine Midland	1.74	0.69	0.50	0.19	21
Mellon	1.60	0.69	0.43	0.26	20
First Interstate	1.52	0.64	0.50	0.14	6

Sources: LDC exposure, LDC reserves, estimated amount of shareholders' equity as of 6/30/87—Keefe, Bruyette & Woods; indicated LDC loan losses—Forbes computations based on public documents and quotes from marketmakers in LDC loans.

Where we could find specific loans to other countries—such as Citicorp's $1.1 billion exposure in the Philippines—we priced the loans at the market. We called everything else "other" and arbitrarily gave it a 45% haircut. We compared the total indicated discount on the banks' LDC loans with the reserves Keefe says the banks have set up for those loans.

You can see from our table that some banks—notably Security Pacific and First Interstate—have reserves very close to the indicated discount the market accords their loans.

And you can also see that some banks—most notably Manufacturers Hanover, Bank of America, Chemical, Chase Manhattan and Citicorp—are still heavily exposed.

We know our results aren't perfect—our method for valuing "other" loans is crude, and the secondary market for LDC paper is volatile and thin. The fact remains: Third World loans are still a serious problem for the U.S. banking system. ■

Brazil is one of the most promising economies in the world. Why can't it pay its debts? Why is foreign capital pulling out?

Bungling in Brazil

By Norman Gall

"I'M LOOKING FOR frightened Americans," says a bargain-hunting São Paulo businessman on the prowl for U.S. companies trying to sell their investments in Brazil.

The Brazilian knows the Yankees are fed up. "U.S. managers are tired of our rules changing all the time. They are frightened by our inflation, our bureaucracy, our political instability and our growing restrictions on the operations of foreign companies. They've lost confidence in the underlying strength of our country and its market forces. They want to get out and I want to buy their assets cheap."

What a change from the days of not so long ago when Brazil was the promised land. With $27.8 billion in foreign investment, Brazil still has more than any other developing country, exceeding the two runners-up, Mexico and Singapore, combined. But the flow now is out rather than in.

Last year the investment flow became negative for the first time. Officially, foreigners sent home $1.2 billion in profits, against only $796 million two years before. But the actual seepage of capital from Brazil last year was probably even greater.

Sometimes the transfer is legal, more often not. The illegal transfers are carried out by such ploys as overinvoicing of imports and transfer pricing between multinationals. Sometimes assets are transferred to shell companies in Panama. Another way to get money out of the country is through buying the registered capital of moneylosing firms to create opportunities for bigger profit remittances.

Not everyone is cutting and running. IBM is making good profits and investments to keep its market share. General Motors and Ford have well-

AP/Wide World Photos

Demonstrators in Rio de Janeiro earlier this month
A classic case of economic mismanagement and bureaucratic bungling.

moved the network news showpiece, *World News Tonight*, back from 7 p.m. to 6:30 p.m.—to the dismay of the network news division—and replaced *News* with *Jeopardy*, the second-highest-rated syndicated show. WABC now wins the 7-to-7:30 time period in New York—not only hurting the CBS and NBC network news shows but belting a competing game show on indie WWOR. The latter has lost a third of its audience.

"What you're seeing now is the creation of a new kind of hybrid station brought about by the conjunction of new technology [satellites], the changing economy and new methods of promotion," says Joel Chaseman, president of the Washington Post Co.'s Post-Newsweek stations (two affiliated with CBS, one with NBC and one with ABC). "Affiliates recognize they must be partners with strong networks, but they must also be willing to make exceptions when something compelling comes along."

These hybrids have a hardy look. Thomas Buono of Broadcast Investment Analysts in Washington, D.C. says there are more buyers than sellers for affiliates, at a price about 12 times cash flow—a multiple that is rising. Independents, meanwhile, are a glut on the market at below 10 times cash flow—a multiple that is dropping. ■

Three years ago regulators called money brokers a "spreading cancer" for thrifts. Now Washington turns to them for help.

"We're the lifeblood"

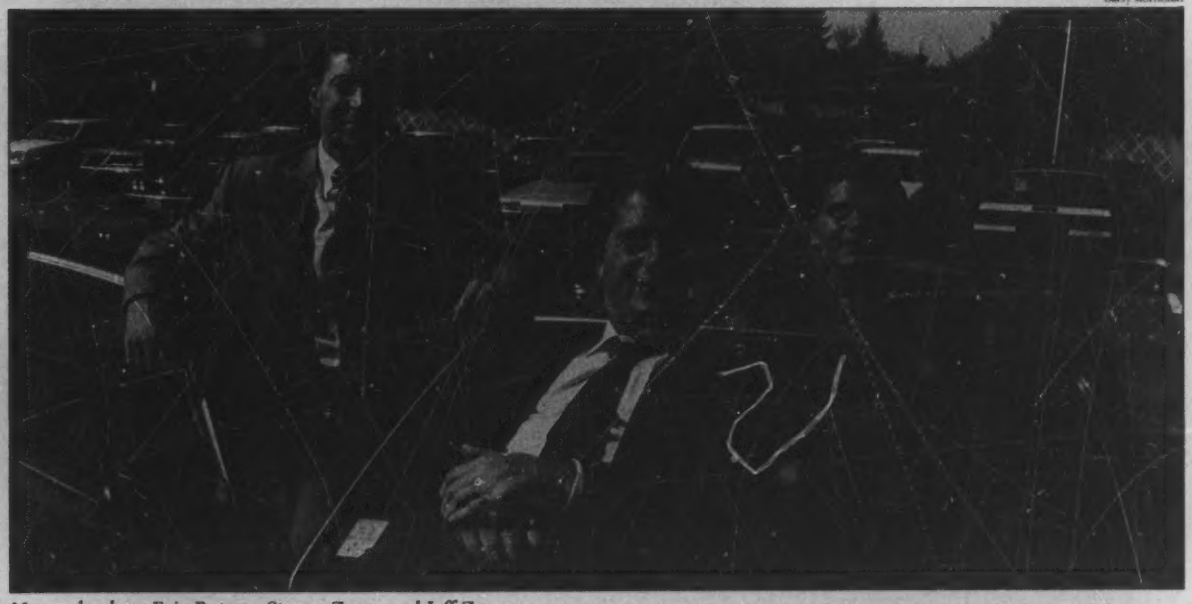
By Matthew Schifrin

FOUR YEARS AGO Jeffrey Zage, 24, was a greens keeper at a New Jersey golf course, raking fairways and traps for $8.50 an hour. This summer Jeffrey Zage is a millionaire, and if he should decide perchance to retire to some breeze-caressed Caribbean tax haven, the $1.2 trillion savings and loan industry will sorely miss him. Zage and his tiny brokerage firm, Financial Northeastern Corp., are playing a crucial part in propping up some of the shakiest financial institutions to be found anywhere.

Zage is a "money broker." Money brokers find deposits for needy thrifts. It's not a hard business to get into: A telephone and a telephone book are the only equipment needed. In the last five years money brokerage has grown from virtually nothing to become a $50 billion business with dozens of brokers, ranging from fly-by-night shops with two agents to giant securities firms like Merrill Lynch and Dean Witter. Their main customers are 1,000 of the nation's neediest thrifts.

All brokers offer virtually the same service as Zage's Financial Northeastern Corp. From his street-floor office 25 miles west of Manhattan in West Caldwell, N.J., Zage and his band of 35 money brokers log in eight-hour days cold-calling thousands of potential clients in hopes of talking them into investing in super-high-yielding "government insured" certificates of deposit.

Barry Kornblah



Money brokers Eric Ratner, Steven Zage and Jeff Zage
Blood bankers for the Home Loan Bank Board.

High-rate junkies

These thrifts offer high rates via money brokers. Half those listed are insolvent and being run by government-approved managers. The result? A rate war that is costing thrifts $4 billion in excess interest expenses.

S&L/City	Six-month "jumbo" CD rate[1]	Total assets (mil)	% brokered deposits	Capital adequacy ranking (0 = worst, 99 = best)	Return on assets
Western Federal S&L*/Dallas, Tex	9.25	$1,582	17.50%	1	–41.50%
American Diversified Savings*/Lodi, Calif	9.13	613	10.24	0	–59.72
Commodore Savings Assn/Dallas, Tex	9.13	816	37.78	0	–27.71
Sunbelt Savings/Dallas, Tex	9.13	3,196	10.36	8	–2.55
First South Savings Assn/Port Naches, Tex	8.85	385	31.28	8	0.52
Platte Valley Federal Savings/Gering, Neb	8.90	411	27.94	5	–2.44
State Federal S&L*/Lubbock, Tex	9.00	717	1.23	0	–8.41
Vernon Federal S&L*/Vernon, Tex	9.00	1,347	25.29	1	–27.45
Independent American S&L*/Irving, Tex	8.50	1,085	0.18	0	–32.20
Charter S&L/Corpus Christi, Tex	8.25	501	3.73	12	–0.87
National average	6.69[2]	NA	3.70	50	0.17

*Run by FSLIC appointed management. [1]Financial Northeastern Corp. of 7/6/87. [2]Rate from Banxquote Online, New York.

Source: Sheshunoff & Co., Inc., Dec. 1986.

A cold-call target can be a Pennsylvania school district, a hospital in Wyoming, an Indian tribe in New Mexico, even a randomly selected resident of a wealthy Chicago suburb. So far as the broker is concerned, all that really matters is that the target have at least $90,000 or so in spare cash lying around.

The big come-on in any broker's pitch is the availability of government insurance to guarantee the safety of the deposit. Thus, money brokers like to market their CDs in amounts of less than $100,000, so as to keep each certificate of deposit smaller than the maximum $100,000 face value that is covered by federal deposit insurance.

By the end of this year Zage's cold-calling cronies expect to raise something in excess of $6 billion in deposits for several hundred ailing thrifts and other banks. The firm itself expects to net $3 million in profits, with the earnings coming largely from fees ranging from a quarter of a percentage point to a full point over the advertised CD rates offered by its client thrifts.

When money brokers first appeared on the scene in the early 1980s, the Federal Home Loan Bank Board tried, in effect, to shut them down. The regulators charged that the brokers were pushing "hot" money that would inevitably surge in and out of banks searching for the highest yield, thereby forcing up yields throughout the industry.

Now, however, with nearly a fifth of the thrift industry insolvent and gasping for deposits, the Bank Board has become much friendlier to the brokers. "We get calls for help from regulators once a week," reveals Phillip Eitman, 28, president of 75-broker High Yield Management Securities of Clifton, N.J. "We are basically stopping a run on the Federal Home Loan Bank in Dallas."

In San Francisco the Federal Home Loan Bank Board is negotiating a deal with Merrill Lynch to raise as much as $500 million through the marketing of federally insured certificates of deposit issued by two unspecified, ailing California thrifts.

By continually pumping fresh deposits into foundering thrifts, the money brokers are in fact causing a nationwide deposit rate war, since most of the money must be lured from some other savings institution. The Bank Board estimates that the competition for money is costing the industry at least $4 billion annually in extra interest costs. Moreover, it is prolonging and aggravating the probably inevitable collapse of many weak thrifts. "We have this terrible situation of having to maintain liquidity by paying up for rates," says departing Bank Board Chairman Edwin Gray, who calls the thrifts involved "high-rate junkies."

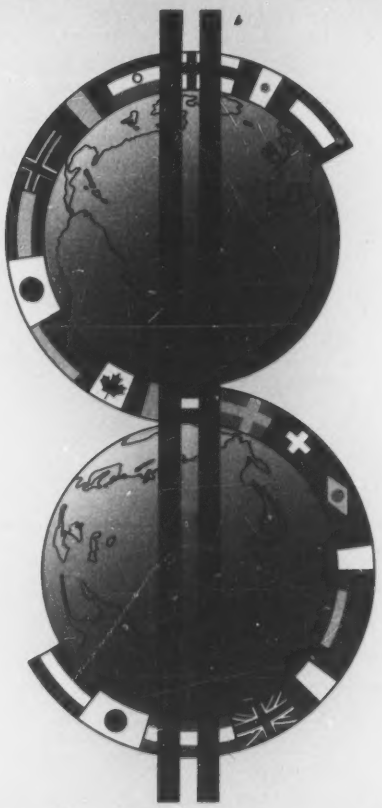
Take a look at the top-rate-paying S&Ls listed in the table above. Each week these and other institutions get top billing on rate tables published across the country in local papers as well as in the *Wall Street Journal* and *Money* magazine. Every thrift on the table is in ghastly financial shape, and all use money brokers. Eight of the ten are based in Texas, and five have already failed and are now being run by government-appointed management teams.

How are these walking dead going to cover the sky-high rates they are now offering? "No comment," says Wanda Haggard, vice president in charge of marketing for Dallas-based Commodore Savings, which offers 9⅛% on six-month deposits—a full 244 basis points above the market. In fact, about the only way a southwestern thrift can make a profit these days on such costly money is by gambling on risky ventures in which other lenders refuse to get involved.

With federal insurance, depositors may think they've got little to lose even if a thrift does keel over, but they should think again. Though interest and principal are insured up to $100,000 per depositor, timely payment is not. A depositor's cash could be tied up for weeks if a sizable number of FSLIC's basket cases were to go bust and be liquidated by the Home Loan Bank Board. Last year 21 such institutions were liquidated.

In the meantime, business for the brokers looks great. "If we were once the disease," says Zage, "we are now the lifeblood. Today Texas needs money; tomorrow it could be New York." ■

THE FORBES FOREIGN RANKINGS



The 100 Cheapest Foreign Stocks: Page 112

The 500 Largest Foreign Companies: Page 116

The 100 Largest Foreign Investments in the U.S.: Page 146

The 100 Largest U.S. Multinationals: Page 152

100 U.S.-Traded Foreign Stocks: Page 158

Index to Foreign 500: Page 138

THE 100 CHEAPEST FOREIGN STOCKS

Despite the falling dollar, U.S. investors continued to put money into other countries' stock markets last year. And, on average, with happy results. Measured in dollars, stocks traded in Europe, Asia and the Far East rose over 72% last year. The Dow industrials? Up 22%.

For U.S. investors looking for undervalued equities beyond our borders, we offer FORBES' second annual listing of the 100 cheapest foreign stocks, ranked by price/earnings ratios. We have again compiled the list with the help of Mark Sladkus and his crew at *Morgan Stanley Capital International Perspective*. *MSCIP* keeps track of more than 2,000 companies covering 38 industry groups and trading on 20 national stock exchanges. Total market value, as of May 29, for the group: $7.6 trillion.

From this unique database, we extracted the 100 foreign stocks that are most modestly priced in relation to their earnings and their book values. All of the 100 stocks below sell for less than 2.5 times book value. Their price/earnings ratios are no more than 50% of the average multiple for their local market. If the average P/E for the Australian market is 16, for example, an Australian company would need a P/E of 8 or less to qualify for our list. Finally, to weed out tiny companies, we include here only firms with market values of $125 million or more.

When we presented the list last year, we wrote: "Is buying low-P/E stocks the way to invest overseas, if invest overseas you must? Frankly, we don't know." Frankly, it's still too early to draw firm conclusions. There were some real disappointments on last year's list, including Volkswagen (down 12%) and Hoechst (off 20%). On the other hand, Mexico's Vitro, a glass producer, rose 234%. Australia's Ampol Exploration climbed 173%. A dozen Japanese stocks jumped by more than 80% (thank you, strong yen).

Had you put $1,000 into each stock on last year's list, your $100,000 portfolio would have increased to over $151,000. That wins no medals when compared with the 72% rise of Morgan Stanley's index of non-U.S. stocks. But it's pretty good compared with the Dow's 22% gain. Remember: Past performance does not future success make. A stable, or rising, dollar could make next year's foreign stocks look much less impressive. Keep in mind, too, that investors in undervalued U.S. stocks often have to hold their positions for years before their hopes and expectations are realized.

Is patience rewarded in foreign equities, too? And how will FORBES' 1987 cheapest foreign stocks do? Stay tuned.

Company	Country	Industry	Stock price recent	Stock price % change since 1/1/87	P/E	Price/ cash flow	Price/ book value	Yield	Market value* (millions)
Buffelsfontein	South Africa	gold mining	$12.88	30.8%	2.2	NA	0.40	21.7%	$142
Harmony	South Africa	gold mining	9.00	42.0	3.8	NA	1.16	8.4	242
Anglovaal	South Africa	gold mining	29.00	14.4	3.9	NA	0.96	5.5	127
Free State Cons (Steyn)	South Africa	gold mining	9.50	44.8	4.0	NA	1.14	10.5	1,104
Saga Petroleum	Norway	energy	13.56	69.4	4.5	3.4	1.42	—	361
Randfontein Estates	South Africa	gold mining	84.63	52.6	4.7	NA	1.35	6.3	517
Bergen Bank	Norway	banking	26.01	–1.2	4.8	NA	0.80	8.8	332
Orange Free State	South Africa	gold mining	24.00	38.6	5.0	NA	1.30	5.3	540
Danske Sukkerfabrikker	Denmark	food processing	48.57	–3.5	5.2	3.2	0.85	3.8	306
Credito Fondiario	Italy	banking	3.72	–2.9	5.3	NA	0.92	3.7	232
Thyssen	Germany	steel	63.81	–6.3	5.3	2.5	1.17	6.7	1,997
Hoogovens	Netherlands	steel	20.42	–2.3	5.4	1.4	0.51	3.6	404
Gencor	South Africa	gold mining	10.13	37.7	5.5	NA	1.16	6.9	835
Volkswagen	Germany	automobile	205.11	–12.2	5.7	1.8	1.25	4.2	6,023
Christiania Kreditkassen	Norway	banking	28.45	–3.5	5.7	NA	1.21	8.4	374
Leykam-Murztaler Papier	Austria	paper & forest prods	19.98	–17.4	5.8	2.9	1.30	1.6	168
Lloyds Bank	UK	banking	3.52	17.5	6.0	NA	1.02	4.9	4,588
Barclays	UK	banking	8.71	3.9	6.0	NA	0.99	5.5	6,394
Queensland Coal Trust	Australia	energy	1.03	–9.9	6.1	4.6	1.75	16.6	506
Midland Bank	UK	banking	10.46	6.1	6.2	NA	0.74	5.9	2,425

*May 29, 1987. Includes all classes of shares. E: Estimate. NA: Not available or not applicable.

Source: Morgan Stanley Capital International Perspective.

Company	Country	Industry	Stock price recent	% change since 1/1/87	P/E	Price/ cash flow	Price/ book value	Yield	Market value* (millions)
Volvo B Fria	Sweden	automobile	$47.99	–11.1%	6.7	4.5E	1.39	3.0%	$3,728
Banca Commerciale	Italy	banking	2.78	–14.1	6.9	NA	1.07	4.9	2,920
National Australia Bank	Australia	banking	3.31	–0.4	7.0	NA	0.89	5.8	1,528
De Beers	South Africa	misc materials	11.30	37.4	7.1	NA	1.00	3.5	4,066
Korn-Og Foderstofkomp	Denmark	whlsale & intl trade	72.93	–9.9	7.2	4.0	0.80	2.0	148
Westpac	Australia	banking	3.51	1.7	7.3	NA	1.02	5.7	1,915
CIBA-GEIGY	Switzerland	chemicals	1,044.97	–7.6	7.3	4.2	0.59	2.4	6,827
Royal Bank of Scotland	UK	banking	5.67	18.8	7.3	NA	1.05	4.6	1,635
Pagurian	Canada	financial svcs	11.48	8.9	7.5	NA	2.28	2.9	599
East Asiatic	Denmark	multicompany	28.30	10.9	7.9	3.7	1.10	—	357
Baltica Holding	Denmark	insurance	134.92	25.8	7.9	NA	0.68	1.3	304
Banco Lariano	Italy	banking	3.08	–13.8	8.3	NA	1.91	4.9	770
National Bank of Canada	Canada	banking	10.64	–0.9	8.5	NA	0.96	3.9	1,105
Bank of Nova Scotia	Canada	banking	13.44	4.3	8.6	NA	1.19	4.0	2,201
Italmobiliare	Italy	multicompany	94.98	6.8	8.6	NA	1.25	0.3	646
Nestlé	Switzerland	food processing	3,108.47	–2.7	8.9	5.4	1.35	3.1	14,021
Union Credit Batiment	France	banking	55.00	–22.2	8.9	NA	1.14	4.5	468
Royal Bank of Canada	Canada	banking	24.83	3.5	9.0	NA	1.00	6.0	2,888
Cogefar	Italy	construction	5.19	–7.2	9.3	3.6	2.17	2.6	419
Canadian Imperial Bank	Canada	banking	16.06	6.2	9.4	NA	0.89	5.0	2,233
Bank of Montreal	Canada	banking	24.83	–0.4	9.8	NA	1.07	6.0	2,278
Irsa A	Mexico	chemicals	3.62	155.5	9.8	9.2	2.07	2.3	225
Cydsa	Mexico	chemicals	10.87	187.5	9.9	7.1	2.07	0.5	435
Toronto Dominion Bank	Canada	banking	21.10	18.9	9.9	NA	1.51	3.0	3,110
Matsushita Electric Trading	Japan	whlsale & intl trade	14.32	–6.4	10.4	9.8	1.33	0.6	1,875
Fuji Heavy Industries	Japan	automobile	3.71	14.6	10.4	NA	1.21	1.5	1,413
Bell Canada Enterprises	Canada	telecommunications	31.18	12.5	11.0	4.5E	1.32	5.7	8,325
Codan Forsikring	Denmark	insurance	202.74	39.0	11.0	NA	1.19	1.2	478
Total Petroleum	Canada	energy	20.91	3.7	11.1	4.8E	2.22	1.9	508
Amada	Japan	mach & engineering	5.38	–11.9	11.1	9.5	1.28	1.9	1,120
Denison Mines	Canada	energy	5.23	5.7	11.5	1.7E	1.79	—	266
British Columbia Telephone	Canada	telecommunications	21.56	5.5	11.6	3.5	1.43	6.1	1,036
Rio Algom	Canada	misc materials	16.15	1.8	11.7	NA	1.43	3.0	689
Forsikring Hafnia	Denmark	insurance	259.63	8.5	12.1	NA	0.72	1.1	380
Novo Industri	Denmark	drugs & prsnl prods	36.17	1.6	12.1	8.5E	1.29	1.6	922
Indal	Canada	building materials	9.71	–2.8	12.2	8.1	2.28	3.1	476
Nordiske Kabel	Denmark	industrial equip	78.03	9.2	12.2	6.1	1.55	2.6	199
Domtar	Canada	paper & forest prods	15.12	14.9	12.3	7.7	1.78	2.5	1,300
Hitachi Maxell	Japan	recreation	15.08	–12.2	12.6	NA	1.59	0.8	1,482
Sophus Berendsen	Denmark	multicompany	124.71	23.0	13.1	6.9	2.39	2.0	291

*May 29,1987. Includes all classes of shares. E: Estimate. NA: Not available or not applicable.

Source: Morgan Stanley Capital International Perspective

The 100 cheapest foreign stocks

Company	Country	Industry	Stock price — recent	Stock price — % change since 1/1/87	P/E	Price/ cash flow	Price/ book value	Yield	Market value* (millions)
Dofasco	Canada	steel	$19.32	19.0%	13.3	6.7	1.08	3.9%	$1,062
Sears Canada	Canada	retailing	8.50	5.8	13.4	8.7E	1.32	6.5	743
Toyota Motor	Japan	automobile	12.65	–17.3	14.0	9.0E	1.70	1.0	33,718
Koyo Seiko	Japan	industrial equip	3.75	–6.1	14.4	NA	1.26	0.9	526
Minolta Camera	Japan	recreation	4.58	–4.5	14.5	NA	1.80	1.3	1,040
Hitachi Sales	Japan	retailing	3.66	–4.9	14.8	NA	1.06	1.4	571
Honda Motor	Japan	automobile	9.73	1.5	15.3	7.0E	1.65	0.9	8,905
Aida Engineering	Japan	mach & engineering	4.78	–9.3	16.4	NA	1.36	1.5	356
Mori Seiki	Japan	mach & engineering	9.03	–4.4	17.9	NA	1.89	1.2	683
Makita Electric	Japan	electrical equip	8.06	–14.2	18.2	12.7E	1.39	1.6	1,027
Aisin Seiki	Japan	industrial equip	6.25	–3.9	18.9	NA	1.71	1.2	1,437
Genting	Malaysia	leisure & tourism	3.02	15.3	19.0	15.7	2.33	1.3	696
National Iron & Steel	Singapore	steel	3.11	59.4	19.2	11.1	1.49	1.5	199
Fuji Photo Film	Japan	recreation	23.07	–10.8	19.8	11.6	2.22	0.4	8,574
Sharp	Japan	appliances	6.78	–11.3	19.9	7.8	1.89	1.1	4,998
Yokogawa Hokushin Electric	Japan	electronics	7.44	–16.4	20.0	NA	2.23	0.6	1,521
Taiyo Yuden	Japan	electronics	7.85	–8.1	20.1	NA	1.81	1.5	820
Orient Leasing	Japan	financial svcs	25.71	–5.1	20.1	NA	1.93	0.4	1,374
Toyo Seikan	Japan	misc materials	16.68	9.1	20.5	NA	2.39	0.3	2,735
Daifuku	Japan	mach & engineering	5.02	–3.1	21.0	NA	2.41	1.4	404
Matsushita Electric Industrial	Japan	appliances	13.34	–7.3	21.0	10.5	1.58	0.6	23,890
Renown	Japan	textiles & apparel	5.35	–3.8	22.0	NA	1.34	1.6	930
Nippon Chemi-Con	Japan	electronics	6.08	–0.1	22.3	11.3E	1.54	1.6	498
Sony	Japan	appliances	21.75	–9.3	22.7	6.5	1.19	1.4	5,029
Nippon Seiko	Japan	industrial equip	3.73	9.4	23.9	10.4E	1.69	1.3	1,566
Uny	Japan	retailing	9.45	–14.5	24.1	11.6E	1.78	1.3	1,425
Royal	Japan	leisure & tourism	15.29	–31.5	24.5	11.1	1.91	1.2	428
Kashiyama	Japan	textiles & apparel	8.13	–4.3	25.5	NA	1.92	1.4	1,089
TDK	Japan	electronics	23.49	–12.4	25.5	9.3E	1.60	1.2	2,827
Mazda Motor	Japan	automobile	2.86	10.8	26.4	5.6E	1.35	1.8	2,733
Olympus Optical	Japan	recreation	7.57	0.9	26.7	11.9	1.89	1.2	1,437
Brother Industries	Japan	appliances	4.38	10.5	27.0	NA	1.65	1.6	1,120
Tokyo Style	Japan	textiles & apparel	10.42	–12.3	27.1	NA	2.06	0.8	789
Hitachi Ltd	Japan	electrical equip	7.37	–4.5	27.1	7.2E	1.71	0.8	20,745
Ricoh	Japan	computrs, off equip	6.57	–5.5	27.3	8.4	2.04	1.1	2,971
Bridgestone	Japan	industrial equip	6.85	35.9	27.4	8.6E	1.95	1.0	4,003
Hattori Seiko	Japan	recreation	7.85	–18.7	29.1	NA	1.75	0.9	754
Nisshinbo	Japan	textiles & apparel	9.73	81.0	29.4	NA	2.39	0.5	1,975
Stanley Electric	Japan	industrial equip	4.94	–1.3	30.4	7.4	1.78	1.1	582
Ezaki Glico	Japan	food processing	7.92	34.0	31.2	NA	2.13	0.9	942

*May 29, 1987. Includes all classes of shares. E: Estimate. NA: Not available or not applicable.

Source: Morgan Stanley Capital International Perspective

500 LARGEST FOREIGN COMPANIES

In 1985 the aggregate sales of these, the 500 largest companies outside the U.S., totaled $3.19 trillion. In 1986 the group's combined revenues came to $3.65 trillion—a 13% increase. Notice, however, that that increase chiefly reflects the weaker dollar. In fact, if one discounts currency fluctuations, their revenues were rather sluggish.

This sluggishness was reflected in the employment figures. In the aggregate the Forbes foreign 500 companies employed 24.1 million men and women last year. That's almost exactly the number they employed in 1985. As is the case with large U.S. corporations, then, large foreign companies may be efficient engines of industrial production. But they do not appear to be efficient engines of job creation.

The Western European economies have been sputtering along. Inflation remains low. Among the Organization for Economic Cooperation & Development's large European member states, inflation was well below 4% last year, and should be even less this year. But overall economic growth was also low—2.5% for the OECD's European members, down from 2.6% in 1985. Unemployment remains high, suggesting that the Europeans are not creating new jobs to replace the old jobs being sloughed off as the economies are transformed. On the other side of the globe, Japanese inflation was just 0.6% last year as Japan's GNP growth rate dropped from 4.7% in 1985 to 2.5% last year. Japanese exporters have been sent reeling by the shock of the rising yen. Many large Japanese companies have resorted to selling off real estate holdings to bolster their reported profits.

Of course, the big foreign companies, like their U.S. counterparts, have been prodded to streamline by global competition. Their managements are trying to squeeze more sales and profits from each worker. France's Peugeot Groupe SA, for example, has been restructuring (FORBES, *May 18*). Its work force shrank last year, from 176,800 to 165,000. But its sales rose 36%, to $15.2 billion, and its profits jumped ninefold, to $328 million.

In short, the Forbes foreign 500 look healthy because the U.S. dollar looked so sick. Measured against the yen, for instance, the dollar dropped 21% last year, and against the deutsche mark, 25%. Thus, sales at Volkswagen Group rose impressively in dollar terms (to $24 billion) but remained the same in deutsche mark terms. Virtually across the board, foreign companies' sales looked rosier when translated into weaker dollars.

Despite the sluggishness, the Forbes foreign 500 remain a muscular group of productive enterprises. The members will continue to offer rewarding opportunities to globally minded American businessmen and investors—and who can afford not to be globally minded these days?

As we have since our foreign 500 tables first appeared, we continue to rank the Forbes foreign 500 by sales. Mitsui is number one, with revenues of $81.8 billion. The Royal Dutch/Shell Group slipped from first place to fifth, thanks to continuing weakness in oil. Tate & Lyle Group is number 500, on sales last year of $2.4 billion. The small table at left summarizes the 25 largest foreign firms.

The complete tables begin on the facing page. To assist readers with unfamiliar company names, we again present the Forbes foreign 500 companies grouped within their industries. There are 33 industry groupings. They are arranged alphabetically: Aerospace & Defense, Automotive, Banking, Beverages and so on through Transportation and Utilities.

If you are looking for a particular company, simply turn to the index that starts on page 138. It lists all 500 companies alphabetically and tells where to find them.

The 25 largest companies outside the U.S.

Rank	Company/country	Industry	Revenue (millions)
1	Mitsui & Co Ltd/Japan	trading	$81,785
2	Mitsubishi Corp/Japan	trading	77,324
3	C Itoh & Co Ltd/Japan	trading	71,916
4	Sumitomo Corp/Japan	trading	65,110
5	Royal Dutch/Shell Group/Netherlands, UK	oil & gas	64,851
6	Marubeni Corp/Japan	trading	64,738
7	Nissho Iwai Corp/Japan	trading	42,900
8	British Petroleum Co Plc/UK	oil & gas	39,860
9	Nippon Telegraph & Telephone Corp/Japan	communications	33,493
10	Toyota Motor Corp/Japan	automotive	33,077
11	IRI Group/Italy	multicompany	31,576
12	Hitachi Ltd/Japan	multicompany	30,334
13	Daimler-Benz Group/Germany	automotive	30,163
14	Matsushita Electric Industrial Co/Japan	consumer electronics	26,614
15	PTT-Postes et Télécommunications/France	communications	25,899
16	Unilever/Netherlands, UK	food processing	25,145
17	Volkswagen Group/Germany	automotive	24,313
18	Toyo Menka Kaisha Ltd/Japan	trading	23,167
19	Deutsche Bundespost/Germany	communications	22,860
20	ENI-Ente Nazionale Idrocarburi/Italy	oil & gas	22,560
21	Philips Group/Netherlands	electrical equip	22,464
22	Nichimen Corp/Japan	trading	21,941
23	Nippon Life Insurance Co/Japan	insurance	21,777
24	Kanematsu-Gosho Ltd/Japan	oil & gas	21,527
25	Nestlé/Switzerland	food processing	21,152

The left-hand columns of our tables tell how a company's revenues rank among all 500 companies in the Forbes foreign 500 universe. Example: the Automotive industry, where Japan's Toyota Motor Co. heads the pack. The left-hand columns say that Toyota's sales ranked 10th last year (and 9th in 1985) among all Forbes foreign 500 companies. The fact that Toyota heads its own industry list tells you that Toyota is the world's largest automotive company outside the U.S. (The Forbes foreign 500 companies can be contrasted with large U.S. companies by easy reference to the Forbes 500s Annual Directory of American Business, which appears each April.)

As the world shrinks and U.S. businessmen and investors become accustomed to thinking in different currencies and stock exchanges, the Forbes foreign 500 tables become increasingly useful tools.

Suppose, for example, that you're an investor who thinks the Japanese will have to stimulate their domestic economy, which will be good for the country's retailers. But who are Japan's big retailers? We make that an easy question to answer. Beginning on page 131 are the 27 largest foreign retail companies, 9 of them Japanese. Any cheap ones in the group? Comparing the numbers in the market value column with those in the net income column shows that Japan's Ito-Yokado Co. Ltd. sells for 40 times earnings—modest compared to Daiei Inc.'s P/E multiple of 160. The price-to-sales (market value, divided by revenues) numbers are also immodest. Maybe you'll shift your attention to Britain's Marks & Spencer, at 17 times earnings and 1.11 times sales.

No tables, ours included, can promise to make investing easy for you. But they can get your research started.

As the world economy changes, there are, as usual, additions to and deletions from the Forbes foreign 500 of last year. Several Japanese companies—including Yamaha Motor and Fuji Electric—fell off the list as export sales sank and the strong yen translated into fewer dollars. Joining the list are some impressive newcomers. These include Britain's Guinness Plc., in hot water over its acquisition of Distillers Group, and Saatchi & Saatchi and Rupert Murdoch's News Corp. Ltd., both active on the merger circuit.

All told, companies from 30 countries are represented in the Forbes foreign 500. Among headquarters nations, Japan again leads with 144 companies. That is 9 fewer than last year, but the sales of Japanese companies overall were up 17%, to $1.4 trillion. In second place was the U.K., home to 72 companies, with revenues of $410 billion. West Germany trailed, with 63 companies headquartered there. Their combined sales came to $486 billion.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		AEROSPACE & DEFENSE							
128	113	General Electric Co Plc	UK	Mar	$7,237	$624	$7,651	$7,234	165.0
222	252	Aérospatiale Group	France	Dec	4,887	44	8,496	none[3]	42.9
244	289	British Aerospace Plc	UK	Dec	4,602	124	4,832	1,903	75.5
437	483	Panavia Aircraft GmbH	Germany	Dec	2,836	4	3,620	none[3]	0.2
461	499	Rolls-Royce Plc	UK	Dec	2,644	176	1,983	none[3]	41.9
466	■	MBB-Messerschmitt-Bolkow-Blohm	Germany	Dec	2,595	NA	2,615[6]	none[3]	37.6
		AUTOMOTIVE							
10	9	Toyota Motor Corp	Japan	June	33,077	1,720	26,352	36,864	82.6
13	25	Daimler-Benz Group	Germany	Dec	30,163	831	24,059	26,848	320.0
17	23	Volkswagen Group	Germany	Dec	24,313	286	20,967	5,204	282.0
26	20	Nissan Motor Co Ltd	Japan	Mar	20,931	161	19,979	7,587	106.3
30	42	Fiat Group	Italy	Dec	19,678	1,450	28,128	14,404	230.3
33	48	Renault Group	France	Dec	18,923	–800	15,863	none[3]	182.4
36	50	Honda Motor Co Ltd	Japan	Feb	17,692	516	11,071	7,937	57.1
43	60	Peugeot Groupe SA	France	Dec	15,152	328	11,168	2,977	165.0
64	69	Volvo Group	Sweden	Dec	11,804	415	10,762	3,907	73.1
83	112	Robert Bosch Group	Germany	Dec	10,002	177	8,214	none[3]	147.4
85	116	Mazda Motor Corp	Japan	Oct	9,854	85	6,323	2,227	28.5[4]
109	132	BMW-Bayerische Motoren Werke	Germany	Dec	8,066	160[4]	4,662[4]	4,521	58.1
143	177	Michelin Group	France	Dec	6,689	274	8,036	2,751	119.3
165	237	Nippondenso Co Ltd	Japan	Dec	5,996	193	5,410	7,291	43.0

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
176	223	Isuzu Motors Ltd [4]	Japan	Oct	$5,780	$ –23	$4,015	$1,614	16.1
212	291	Asahi Glass Co Ltd	Japan	Dec	4,963	171	5,173	9,380	9.7[6]
213	262	Saab-Scania Group	Sweden	Dec	4,944	234[5]	4,614	2,099	47.4
231	302	Pirelli Group	Switzerland/Italy	Dec	4,714	141	3,851[6]	2,630[7]	68.9
232	272	Bridgestone Corp	Japan	Dec	4,704	125	4,739	2,659	33.4
315	371	Suzuki Motor Co Ltd	Japan	Mar	3,718	45	2,650	985	12.2[4]
336	374	Fuji Heavy Industries Ltd	Japan	Mar	3,538	88	2,737	1,115	14.1[4]
341	206	Rover Group Plc	UK	Dec	3,502	–1,309	2,739	none[3]	51.7
393	387	Kubota Ltd	Japan	Apr	3,057	36	4,116	3,126	18.0
402	366	GKN Plc	UK	Dec	3,021	47	2,462	974	44.9
417	446	Daihatsu Motor Co Ltd	Japan	June	2,937	27	2,076	862	17.5
493	496	Nissan Shatai Co Ltd [4]	Japan	Mar	2,471	16	894	347	7.0
		BANKING							
55	61	National Westminster Bank Plc	UK	Dec	13,271	901	122,862	6,046	94.0
56	65	Banque Nationale de Paris Group	France	Dec	13,056	433	141,871	none[3]	58.6
61	64	Barclays Group	UK	Dec	12,357	929	116,414	5,241	110.0
63	83	Société Générale Group	France	Dec	11,995	332	116,013	none[3]	43.7
65	68	Crédit Lyonnais Group	France	Dec	11,787	263	132,076	none[3]	54.6
80	95	Crédit Agricole	France	Dec	10,374[4]	224	154,407	none[3]	73.2
88	76	Dai-Ichi Kangyo Bank Ltd	Japan	Mar	9,603	320	204,943	29,506	20.2[4]
89	78	Midland Bank Group	UK	Dec	9,575	355	78,397	2,077	67.5
94	121	Deutsche Bank Group	Germany	Dec	9,182	486	132,535	13,734	50.6
95	84	Sumitomo Bank Ltd	Japan	Mar	9,178	367	179,251	35,400	14.0[4]
96	81	Fuji Bank Ltd	Japan	Mar	9,147	197	184,618	27,140	15.4[4]
97	103	Paribas Group	France	Dec	8,983	243	93,240	none[3]	28.0
103	101	Lloyds Bank Group	UK	Dec	8,603	729	70,523	3,514	71.3
108	97	Mitsubishi Bank Ltd	Japan	Mar	8,202	323	176,236	27,013	14.4[4]
111	99	Sanwa Bank Ltd	Japan	Mar	7,961	309	164,045	21,859	15.3[4]
114	119	Bank of Tokyo Ltd	Japan	Mar	7,879	345	145,101	10,431	13.6[4]
117	115	Industrial Bank of Japan Ltd	Japan	Mar	7,740	230	145,067	32,062	5.4[4]
133	153	Norinchukin Bank [4]	Japan	Mar	7,154	92	137,823	none[3]	3.1
134	107	Royal Bank of Canada	Canada	Oct	7,081	352	71,654	2,479	38.2
138	165	Dresdner Bank	Germany	Dec	6,875	226	101,412	5,198	36.8
162	126	Bank of Montreal	Canada	Oct	6,006	254	62,715	1,985	33.0
163	72	Banco do Brasil	Brazil	Dec	5,996	278	67,017	940	118.3
166	204	Suez Group	France	Dec	5,973	342	51,640	none[3]	17.6
171	155	Tokai Bank Ltd	Japan	Mar	5,897	156	116,385	12,390	13.3[4]
175	152	Long-Term Credit Bank of Japan Ltd [4]	Japan	Mar	5,813	135	107,850	13,576	3.4
180	144	Canadian Imperial Bank of Commerce	Canada	Oct	5,683	245	58,155	1,885	33.9
187	173	Banca Nazionale del Lavoro	Italy	Dec	5,372	179	72,695	none[3]	26.2
188	238	Union Bank of Switzerland	Switzerland	Dec	5,359	431	93,728	13,186	20.0

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		BANKING							
189	156	Mitsui Bank Ltd [4]	Japan	Mar	$5,355	$166	$113,817	$13,362	10.8
190	231	CARIPLO Group	Italy	Dec	5,325	169	52,782	none[3]	14.0
192	227	Westdeutsche Landesbank Group	Germany	Dec	5,290	56	76,370	none[3]	7.5
196	229	Sanpaolo Group	Italy	Dec	5,240	395	58,584	none[3]	17.8
197	198	Westpac Banking Group	Australia	Sept	5,231	192	38,093	1,747	45.3
199	285	Nippon Credit Bank Ltd	Japan	Mar	5,197	138	92,321	7,894	2.1
205	232	Generale Bank Group	Belgium	Dec	5,107	134	56,258	1,656	31.8
210	253	Commerzbank	Germany	Dec	4,997	187	76,335	3,315	25.7
218	175	Bancomer	Mexico	Dec	4,929	175	8,457	none[3]	32.9
219	274	Bayerische Vereinsbank Group	Germany	Dec	4,917	119	72,176	2,930	13.5
233	278	Swiss Bank Corp	Switzerland	Dec	4,698	375	84,895	10,995	15.8
238	211	Taiyo Kobe Bank Ltd [4]	Japan	Mar	4,664	100	100,063	7,221	14.1
247	89	BRADESCO Group	Brazil	Dec	4,574	284[N]	13,491[N]	1,275	147.1
250	244	Monte dei Paschi di Siena Banking Group	Italy	Dec	4,558	261	49,958	none[3]	16.5
253	189	Banamex-Banco Nacional de México	Mexico	Dec	4,541	172	9,978	none[3]	27.4
255	213	Australia & New Zealand Banking Group	Australia	Sept	4,525	112	35,530	1,687	39.0
257	51	Bank Hapoalim BM	Israel	Dec	4,511	80	25,686	18,953	8.3
262	199	Bank of Nova Scotia	Canada	Oct	4,469	242	46,049	2,038	26.2
274	293	Standard Chartered Group	UK	Dec	4,283	209	47,515	1,823	70.0
276	190	Bank of China	China	Dec	4,254	871	61,983	none[3]	32.0
281	312	CIC-Crédit Industriel et Commercial	France	Dec	4,206	129	43,463	758	26.9
286	343	Bayerische Hypotheken-und Wechsel-Bank	Germany	Dec	4,129	106	62,019	4,008	12.5
308	241	Toronto-Dominion Bank	Canada	Oct	3,761	290	37,010	2,529	20.2
320	320	Mitsubishi Trust & Banking Corp [4]	Japan	Mar	3,678	153	100,872	16,855	6.2
323	350	National Australia Bank Group	Australia	Sept	3,653	199	26,600	1,298	23.7
324	375	Sumitomo Trust & Banking Co Ltd [4]	Japan	Mar	3,633	154	99,200	16,900	6.0
327	363	Daiwa Bank Ltd [4]	Japan	Mar	3,617	80	84,728	9,805	9.5
335	394	Crédit Suisse	Switzerland	Dec	3,538	315	63,900	8,538	14.1
346	388	Bayerische Landesbank Girozentrale	Germany	Dec	3,431	67	62,569	none[3]	4.3
350	381	Banco di Napoli	Italy	Dec	3,378	37	43,327	none[3]	13.6
352	338	Commonwealth Banking Corp Group	Australia	June	3,364	194	26,849	none[3]	38.5
355	447	DG Bank Group	Germany	Dec	3,341	75	57,683	none[3]	4.9
359	461	Skandinaviska Enskilda Bank Group	Sweden	Dec	3,301	277[5]	28,018	2,192	8.5
373	348	Mitsui Trust & Banking Co Ltd	Japan	Mar	3,200	125	92,245[4]	12,695	5.7[4]
376	417	Kredietbank NV	Belgium	Mar	3,147	116	39,148	1,222	12.1
381	329	Nacional Financiera SA	Mexico	Dec	3,134	28	15,921	none[3]	3.5
385	■	Crédit Commercial de France Group	France	Dec	3,110	52	32,038	none[3]	12.5
389	425	Banco Central Group	Spain	Dec	3,085	182	63,967	2,450	24.6
396	98	Bank Leumi le-Israel BM	Israel	Dec	3,040	59	23,604	1,695	13.0
397	134	Banco Itaú Group	Brazil	Dec	3,035	148[N]	8,850[N]	329	74.7
399	390	Shoko Chukin Bank	Japan	Mar	3,026	27	56,922	none[3]	6.5

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		BANKING							
400	■	State Bank of India Group	India	Dec	$3,023	$34	$32,666	none[3]	280.0
403	383	Kyowa Bank [4]	Japan	Mar	3,007	86	61,907	$5,055	9.4
409	436	Banque Bruxelles Lambert	Belgium	Sept	2,977	57	36,245	792	14.0
421	497	Norddeutsche Landesbank Group	Germany	Dec	2,920	17	49,728	none[3]	5.9
428	492	Crédit Communal de Belgique	Belgium	Dec	2,871	27	32,391	none[3]	3.2
443	407	Yasuda Trust & Banking Co Ltd	Japan	Mar	2,759	84	77,164	9,080	5.0
444	■	PKbanken Group	Sweden	Dec	2,734	145[5]	26,063	1,038	4.5
445	■	ASLK-CGER	Belgium	Dec	2,716	62	30,902	none[3]	9.8
453	393	Saitama Bank Ltd [4]	Japan	Mar	2,676	76	55,085	4,988	8.5
456	468	Banco di Sicilia	Italy	Dec	2,671	16	24,432	none[3]	9.0
480	460	Svenska Handelsbanken	Sweden	Dec	2,532	241[5]	22,958	1,612	6.2
489	486	Japan Development Bank	Japan	Mar	2,489	104	43,578	none[3]	1.1
490	■	Royal Bank of Scotland Group Plc	UK	Sept	2,488	174	24,066	1,229	18.6
496	485	Banco Hispano Americano Grupo	Spain	Dec	2,452	109	22,512	1,380	19.8
499	415	Banco de la Nación Argentina	Argentina	Dec	2,431	108	9,264	none[3]	19.6
		BEVERAGES							
246	261	Allied-Lyons Plc	UK	Mar	4,582	288	6,999	3,281	77.5
328	445	Kirin Brewery Co Ltd	Japan	Jan	3,605	206	4,822	9,310	7.6[4]
392	467	Bass Plc	UK	Sept	3,059	208	3,498	3,562	76.9
413	■	Guinness Plc	UK	Dec	2,950E	114	4,475	3,529	32.0
487	■	Suntory Ltd	Japan	Mar	2,500E	NA	4,058	none[3]	4.8
		BUILDING PRODUCTS							
70	102	Saint-Gobain	France	Dec	11,222	182	12,075	1,924	142.4
380	■	Pilkington Brothers Plc	UK	Mar	3,139	185	3,035	2,077	54.1
495	■	Lafarge Coppée	France	Dec	2,463	167	3,152	2,596	17.9
		CHEMICALS & DRUGS							
29	31	BASF Group	Germany	Dec	19,840	419	14,858	7,586	131.5
34	36	Bayer Group	Germany	Dec	18,765	620	16,482	9,653	173.0
37	40	Hoechst Group	Germany	Dec	17,506	568	14,170	7,606	181.2
44	45	Imperial Chemical Industries Plc	UK	Dec	14,870	817	12,807	10,346	121.8
99	105	CIBA-GEIGY Group	Switzerland	Dec	8,869	709	13,735[6]	7,077	82.2
102	106	Montedison Group	Italy	Dec	8,609	215	12,841	4,178	66.6
121	130	Rhône-Poulenc Group	France	Dec	7,608	290	8,323	none[3]	77.2
129	111	NV DSM	Netherlands	Dec	7,229	168	4,576	none[3]	27.3
152	157	Akzo Group	Netherlands	Dec	6,373	343	5,214	2,877	66.8
158	161	Mitsubishi Chemical Industries	Japan	Jan	6,190	93	7,497	5,718	8.5[4]
226	254	Solvay Group	Belgium	Dec	4,842	190	4,504	1,608	44.8
239	287	Sandoz Group	Switzerland	Dec	4,648	301	5,242	4,433	42.6
243	225	Asahi Chemical Industry Co Ltd	Japan	Mar	4,621	88	4,865	6,023	22.0
268	219	Sumitomo Chemical Co Ltd	Japan	Dec	4,359	46	5,312	3,847	12.4

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		CHEMICALS & DRUGS							
269	270	**Roche/Sapac Group**	Switzerland	Dec	$4,348	$231	$7,917	$6,189	46.5
293	334	**Henkel Group**	Germany	Dec	4,014	98	3,260	none[3]	32.0
297	288	**Formosa Plastics Group**	Taiwan	Dec	3,955	NA	3,691	none[3]	40.1
351	351	**Courtaulds Plc**	UK	Mar	3,376	200	2,479	1,706	65.4
410	■	**CdF Chimie**	France	Dec	2,976	–376	1,066	none[3]	17.9
422	■	**Showa Denko KK**	Japan	Dec	2,918	91	4,627	1,979	5.0
458	430	**Ube Industries Ltd**	Japan	Mar	2,655	7	4,657	1,370	8.3[4]
488	465	**Takeda Chemical Industries Ltd**	Japan	Mar	2,496	105	3,829	12,894	13.3
		COMMODITIES							
47	85	**S&W Berisford Plc**	UK	Sept	14,241	171	2,645	793	10.9
142	163	**Ferruzzi Group**	Italy	Dec	6,700E	NA	NA	none[3]	18.8
299	264	**Alfred C Toepfer Internationale Gruppe**	Germany	Nov	3,928	NA	NA	none[3]	0.6
427	449	**Groupe Sucres et Denrées**	France	Dec	2,875	24	1,112	none[3]	5.2
446	260	**Canadian Wheat Board**	Canada	July	2,715	NA	3,795	none[3]	0.5
497	■	**BayWa München**	Germany	Dec	2,446	3	901	none[3]	10.4
		COMMUNICATIONS							
9	12	**Nippon Telegraph & Telephone Corp**	Japan	Mar	33,493	926	74,551	none[3]	300.0
15	41	**PTT-Postes et Télécommunications**	France	Dec	25,899	NA	NA	none[3]	472.1
19	27	**Deutsche Bundespost**	Germany	Dec	22,860	1,506	76,511	none[3]	487.1
48	56	**British Telecom**	UK	Mar	14,064	1,959	25,224	19,053	234.0
82	74	**Bell CanadaEnterprises**	Canada	Dec	10,027	737	17,178	7,134	109.9
217	298	**Schweizerische PTT**	Switzerland	Dec	4,934	308	12,596	none[3]	57.8
261	230	**British Post Office**	UK	Mar	4,474	234	5,996[R]	none[3]	185.3
265	258	**Telefonaktiebolaget LM Ericsson**	Sweden	Dec	4,442	92	5,020	1,258	68.2
292	328	**Netherlands PTT**	Netherlands	Dec	4,049	772	9,786	none[3]	95.6
354	420	**Telefónica**	Spain	Dec	3,342	323	14,719	5,443	63.0
440	391	**STC Group Plc**	UK	Dec	2,795	151	1,747	1,401	37.8
469	■	**Swedish Telecom Group**	Sweden	Dec	2,578	NA	6,397	none[3]	46.8
494	■	**Österreichische PTT**	Austria	Dec	2,470	196	10,593	none[3]	57.4
		CONSTRUCTION							
146	218	**Kajima Corp**	Japan	Nov	6,650	77	8,120	7,334	15.0
173	385	**Bouygues Group**	France	Dec	5,862	69	6,333	1,081	58.5
195	184	**Taisei Corp**	Japan	Mar	5,257	19	6,400	4,868	12.1
223	339	**Kumagai Gumi Co Ltd**	Japan	Sept	4,886	73	6,967	3,719	8.0[4]
230	255	**Shimizu Construction Co Ltd**	Japan	Mar	4,760	50	5,524	3,321	10.1
245	281	**Takenaka Komuten Co Ltd**	Japan	Dec	4,595	46	5,184	none[3]	8.9
325	332	**Ohbayashi Corp**	Japan	Mar	3,620	34	5,406	3,562	10.5
376	494	**Sekisui House Ltd**	Japan	Jan	3,180	70	4,523	4,662	9.1[4]
395	429	**Trafalgar House Plc**	UK	Sept	3,042	54	2,352	1,484	33.3
404	398	**Philip Holzmann AG**	Germany	Dec	3,005	12	1,373	482	27.4

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		CONSTRUCTION							
451	■	SAE-Société Auxiliaire d'Entreprises	France	Dec	$2,687	$32	$3,463	$647	23.8
477	■	Tarmac Plc	UK	Dec	2,545	162	1,776	1,943	25.1
		CONSUMER ELECTRONICS							
14	15	Matsushita Electric Industrial Co	Japan	Nov	26,614	952	26,926	23,296	135.9
119	143	Sony Corp	Japan	Oct	7,678	239	8,979	5,014	48.7
123	196	Electrolux Group	Sweden	Dec	7,453	244	7,128	3,230	129.9
136	129	Sanyo Electric Co Ltd	Japan	Nov	6,986	12	7,053	4,014	25.6
183	178	Sharp Corp	Japan	Mar	5,500	163	6,864	5,094	23.2[4]
248	233	THORN EMI Plc	UK	Mar	4,569	1	3,093	1,490	85.7
		CONSUMER GOODS							
140	135	Grand Metropolitan Plc	UK	Sept	6,761	385	6,121	5,751	131.5
272	344	Fuji Photo Film Co Ltd	Japan	Oct	4,328	355	5,871	8,687	17.2
348	276	Beecham Group Plc	UK	Mar	3,397	298	3,910	4,915	40.9
463	■	L'Oréal Group	France	Dec	2,618	125	2,518	2,823	26.7
		COOPERATIVE							
53	408	Metro-Deutschland Gruppe	Germany	Dec	13,800E	NA	NA	none[4]	91.0
74	96	REWE-Zentral Organisation	Germany	Dec	10,791	NA	NA	none[4]	90.0
101	140	Leclerc	France	Dec	8,663	NA	NA	none[4]	31.2
139	246	Edeka-Zentrale	Germany	Dec	6,770	NA	NA	none[4]	30.0
165	217	Migros-Genossenschafts-Bund	Switzerland	Dec	5,976	117	4,709	none[3]	43.5
184	222	STL-Finnish Wholesalers & Importers	Finland	Dec	5,484	NA	NA	none[3]	30.0
201	93	Selex & Tania Handels AG	Germany	Dec	5,158	NA	NA	none[4]	97.5
235	296	Coop Suisse	Switzerland	Dec	4,689	NA	NA	none[3]	31.2
236	307	Deutsche SPAR-Zentrale	Germany	Dec	4,683	NA	NA	none[3]	25.2
241	282	Co op AG	Germany	Dec	4,642	19	1,592	none[3]	39.7
285	207	KF-Coop Group	Sweden	Dec	4,138	26[5]	1,853	none[3]	27.0
313	104	GEDELFI	Germany	Dec	3,730	NA	NA	none[3]	0.2[4]
327	466	Systeme U	France	Dec	3,610	NA	NA	none[4]	0.3[4]
330	352	S Group	Finland	Dec	3,582	–3[4]	857[4]	none[3]	30.9
377	401	Eka Corporation	Finland	Dec	3,146	–2	3,584	none[3]	28.9
		ELECTRICAL EQUIPMENT							
21	22	Philips Group	Netherlands	Dec	22,464	369	21,703	4,656	346.9
28	24	Siemens Group	Germany	Sept	20,307	628	28,854	18,075	363.0
66	87	Cie Générale d'Electricité	France	Dec	11,681	167	26,082	none[3]	149.0
98	120	Le Groupe Thomson	France	Dec	8,980	127	12,439	none[3]	104.5
118	149	BBC-Brown Boveri Group	Switzerland	Dec	7,686	53	9,953	1,174	97.5
149	188	ASEA Group	Sweden	Dec	6,462	248	7,770	3,036	63.1
334	413	Matsushita Electric Works	Japan	Nov	3,509	80	3,046	5,480	16.4

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		ELECTRICAL EQUIPMENT							
372	373	Sumitomo Electric Industries Ltd	Japan	Mar	$3,214	$62	$3,627	$7,146	13.0[4]
378	377	BICC Plc Group	UK	Dec	3,144	47	1,713	832	45.6
426	409	Furukawa Electric Co Ltd	Japan	Mar	2,882	25	3,298	1,864	7.6[4]
		FINANCIAL							
198	428	Nomura Securities Co Ltd	Japan	Sept	5,225	1,225	19,053	34,018	9.4[4]
287	364	Crédit Foncier de France	France	Dec	4,112	32	43,886	1,282	3.7
358	■	Daiwa Securities Co Ltd	Japan	Sept	3,302	620	20,253	13,332	8.5
		FOOD DISTRIBUTION							
107	145	Aldi GmbH & Co KG	Germany	Dec	8,300E	NA	NA	none[3]	20.0
131	122	George Weston Ltd	Canada	Dec	7,216	85	2,299	1,183	54.0
240	286	Casino Groupe	France	Dec	4,642	52	1,689	1,130	39.4
298	360	ICA Group	Sweden	Dec	3,952	49[5]	1,196	none[3]	14.1
301	284	Provigo Inc	Canada	Jan	3,898	47	749	545	11.3
430	470	D Carnegie & Co	Sweden	Dec	2,865	25[5]	2,443	625	15.7
475	453	Oshawa Group Ltd	Canada	Jan	2,545	34	463	436	18.3
		FOOD PROCESSING							
16	14	Unilever	Netherlands/UK	Dec	25,145	974	20,338	12,661[7]	298.0
25	28	Nestlé	Switzerland	Dec	21,152	994	15,457	13,869	162.1
135	197	Dalgety Plc	UK	June	7,072	15	1,746	909	20.1
159	180	Taiyo Fishery Co Ltd	Japan	Jan	6,163	1	2,890	643	19.3
224	331	BSN-Groupe	France	Dec	4,855	156	4,347	2,657	42.8
303	301	Snow Brand Milk Products Co Ltd	Japan	Mar	3,839	14	1,929	1,542	13.9
343	345	Co-operative Wholesale Society Ltd	UK	Dec	3,484	13	1,034	none[3]	23.2
363	215	Associated British Foods Plc	UK	Mar	3,286	674	3,138	1,833	54.1
414	418	Unigate Group	UK	Mar	2,941	105	1,272	1,071	33.7
423	477	Jacobs Suchard Group	Switzerland	Dec	2,910	106	2,311	2,310	10.1
448	416	Cadbury Schweppes Plc	UK	Dec	2,699	150	1,886	1,539	27.7
457	437	United Biscuits (Holdings) Plc	UK	Dec	2,668	111	1,595	1,402	40.0
500	509	Tate & Lyle Group	UK	Sept	2,417	39	1,182	574	12.5
		INDUSTRIAL EQUIPMENT							
42	43	Mitsubishi Heavy Industries Ltd	Japan	Mar	15,981	300	20,642	7,553	88.6
112	131	Mannesmann Group	Germany	Dec	7,937	36	6,024	2,255	111.1
215	179	M A N Group	Germany	June	4,940	49	5,733	969	56.0
237	304	Komatsu Ltd	Japan	Dec	4,680	87	6,183	2,539	23.0
273	248	Ishikawajima-Harima Heavy Industries Co	Japan	Mar	4,297	21	8,014	3,371	24.2[4]
429	■	Hyundai Heavy Industries Co Ltd	Korea	Dec	2,866	3	2,872	none[3]	50.3
436	443	SKF Group	Sweden	Dec	2,840	82	3,349	1,254	44.9
482	■	Sulzer Group	Switzerland	Dec	2,528	37	4,277	552	31.2

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		INDUSTRIAL GASES							
408	471	**L'Air Liquide Group**	France	Dec	$2,980	$180	$4,756	$4,412	25.0
433	434	**BOC Group Plc**	UK	Sept	2,856	–22	3,462	2,466	35.9
		INSURANCE							
23	30	**Nippon Life Insurance Co**	Japan	Mar	21,777	2,735	70,171	none[3]	14.4
49	59	**Zenkyoren**	Japan	Mar	14,004	NA	62,443	none[3]	7.9
59	63	**Dai-ichi Mutual Life Insurance**	Japan	Mar	12,791	1,732	46,483	none[3]	11.0
71	92	**Sumitomo Life Insurance Co**	Japan	Mar	11,211	1,401	38,910	none[3]	10.7
100	137	**Allianz Worldwide**	Germany	Dec	8,850E	NA	9,411[4,6]	15,140	28.3
122	151	**Meiji Mutual Life Insurance Co**	Japan	Mar	7,461	931	25,424	none[3]	10.2
141	195	**Zurich Insurance Group**	Switzerland	Dec	6,704	78[4]	7,424[4]	5,273	23.8
148	187	**Prudential Corp Plc**	UK	Dec	6,516	173	38,023	4,291	29.9
150	191	**Generali Group**	Italy	Dec	6,435	269	16,688	17,138	18.5
151	186	**Nationale-Nederlanden**	Netherlands	Dec	6,423	259	31,877	4,055	22.5
153	194	**UAP-Union des Assurances de Paris**	France	Dec	6,371	314	15,673	3,123	16.7
157	192	**Asahi Mutual Life Insurance**	Japan	Mar	6,229	827	22,775	none[3]	8.6
160	203	**Royal Insurance Plc**	UK	Dec	6,146	365	17,253	2,949	22.0
214	259	**Mitsui Mutual Life Insurance Co**	Japan	Mar	4,942	645	17,072	none[3]	30.2
252	319	**Winterthur Group**	Switzerland	Dec	4,545	96	15,337	4,274	13.2
254	362	**AGF-Assurances Générales de France**	France	Dec	4,533	231	11,979	2,989	12.2
256	290	**Münchener Rückversicherungs**	Germany	June	4,521	23	11,148	8,352	2.8
270	193	**Swiss Re Group**	Switzerland	Dec	4,340[5]	59[6]	12,892[6]	3,324	14.5
275	309	**Commercial Union Assurance Co Plc**	UK	Dec	4,279	235	16,831	1,637	18.1
279	283	**Yasuda Mutual Life Insurance Co**	Japan	Mar	4,213	634	14,685	none[3]	22.7
284	321	**Sun Alliance & London Insurance Plc**	UK	Dec	4,149	186	14,851	1,876	13.8
296	277	**Sun Life Assurance Co**	Canada	Dec	3,998	133	13,944	none[3]	6.0
311	382	**General Accident Fire & Life Assurance**	UK	Dec	3,739	163	7,389	2,183	14.0
318	367	**Guardian Royal Exchange Plc**	UK	Dec	3,710	149	12,505	1,828	15.4
333	■	**Australian Mutual Provident Society**	Australia	Dec	3,548	NA	14,799	none[3]	6.2
344	■	**AXA Group**	France	Dec	3,478	183	8,086	none[3]	8.3
360	451	**AMEV NV**	Netherlands	Dec	3,295	132	11,653	1,816	10.8
361	369	**Tokio Marine & Fire Insurance Co Ltd**	Japan	Mar	3,291	198	21,341	15,472	11.1
364	330	**Manufacturers Life Insurance Co**	Canada	Dec	3,284	150	13,850	none[3]	4.7
365	■	**GAN-Groupe des Assurances Nationales**	France	Dec	3,280	199	9,879	1,450	8.6
366	463	**Swiss Life Insurance & Pension Co**	Switzerland	Dec	3,276	434	16,350	none[3]	4.1
374	406	**Great-West Lifeco**	Canada	Dec	3,195	38	9,482	959	2.9
388	410	**AEGON Insurance Group**	Netherlands	Dec	3,091	134	17,239	1,403	8.3

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		INSURANCE							
394	400	Nissan Fire & Marine Insurance [4]	Japan	Mar	$3,052	$13	$2,400	$1,181	3.3
425	481	Standard Life Assurance Co	UK	Nov	2,901	1,193	17,333	none[3]	5.0
435	462	Crownx	Canada	Dec	2,846	35	6,556	401	29.9
441	440	Legal & General Group	UK	Dec	2,790	101	17,037	1,752	7.0
465	476	Yasuda Fire & Marine Insurance Co Ltd [4]	Japan	Mar	2,597	51	8,142	4,653	10.6
		MINING							
87	100	Ruhrkohle	Germany	Dec	9,635	40	9,211	none[3]	132.6
125	397	British Coal	UK	Mar	7,357	–69	9,522	none[3]	199.6
369	■	CRA Limited	Australia	Dec	3,229	–75	5,487	2,721	27.2
442	404	Saarberg Group	Germany	Dec	2,772	–81	2,396	none[3]	29.8
		MULTICOMPANY							
11	11	IRI Group	Italy	Dec	31,576	197	73,632	none[3]	471.4
12	13	Hitachi Ltd	Japan	Mar	30,334	617	36,531	19,642	161.3
27	37	Toshiba Corp	Japan	Mar	20,695	214	22,517	11,236	121.0
35	32	VEBA Group	Germany	Dec	17,698	474	15,839	6,106	69.7
38	44	B.A.T Industries Plc	UK	Dec	17,330	1,273	13,809	10,205	176.4
40	35	Samsung Group	Korea	Dec	16,581	183	10,949	none[3]	147.2
52	58	Thyssen Group	Germany	Sept	13,818	150	8,673	1,999	127.4
68	73	Lucky-Gold Star Group	Korea	Dec	11,474	132	7,279	none[3]	75.0
69	90	Daewoo Group	Korea	Dec	11,244	54	13,125	none[3]	91.9
73	62	Canadian Pacific Ltd	Canada	Dec	10,810	–58	12,821	3,879	93.8
77	86	ÖIAG-Österreichische Industrie Verwaltungs AG	Austria	Dec	10,532	–668	11,753	none[3]	96.3
79	66	INI Group	Spain	Dec	10,423	–837	24,872	none[3]	169.9
92	94	Mitsubishi Electric Corp	Japan	Mar	9,542	136	10,206	4,983	71.5
126	174	Norsk Hydro a s	Norway	Dec	7,336	–51	8,203	1,665	43.1
154	308	Hanson Trust Plc	UK	Sept	6,334	536	9,664	7,439	92.0
162	125	Sunkyong Group	Korea	Dec	6,027	70	2,897	none[3]	19.5
168	141	Barlow Rand Group	South Africa	Sept	5,961	151	4,570	1,495	144.0
173	167	BTR Plc	UK	Dec	5,896	631	4,720	6,745	79.4
207	243	Klöckner & Co	Germany	Dec	5,087	10	1,536	none[3]	10.0
264	240	SHV Holdings NV	Netherlands	Dec	4,455	68	1,939	none[3]	20.6
267	311	Feldmühle Nobel Group	Germany	Dec	4,429	66	3,269	1,042	42.9
277	221	VIAG Group	Germany	Dec	4,234	60	3,107	944	22.0
309	210	Axel Johnson Group	Sweden	Dec	3,750E	NA	NA	none[3]	22.6
314	226	Preussag Group	Germany	Dec	3,725	36	2,491	806	27.4
316	299	Kawasaki Heavy Industries Ltd	Japan	Mar	3,714	–6	5,423	1,481	24.7
317	269	Ssangyong Group	Korea	Dec	3,714	31	3,776	none[3]	16.4[4]

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		MULTICOMPANY							
491	517	**Koor Industries**	Israel	Dec	$2,473	$23	$3,384	none[3]	32.5
337	354	**Koç Group**	Turkey	Dec	3,537	84	1,195	none[3]	31.0
371	357	**Haci Ömer Sabanci Holding Corp**	Turkey	Dec	3,215	125	3,205	none[3]	27.9
412	378	**Korea Explosives Group**	Korea	Dec	2,962	35	2,487	none[3]	17.8
432	489	**Peninsular & Oriental Steam Navigation**	UK	Dec	2,864	223	3,414	$2,496	35.6
447	432	**Hyosung Group**	Korea	Dec	2,710	34	2,268	none[3]	24.0
468	■	**Ladbroke Group Plc**	UK	Dec	2,590	124	2,419	1,528	25.0
485	448	**International Thomson Organisation**	Canada	Dec	2,509	142	2,704	2,939	20.7
		NONFERROUS METALS							
168	146	**Alcan Aluminium Ltd**	Canada	Dec	5,956	218	7,118	2,967	67.0
209	239	**Pechiney**	France	Dec	5,005	–65	6,195	none[3]	49.9
221	114	**RTZ Corporation Plc**	UK	Dec	4,906	355	6,245	3,221	49.1
234	251	**Degussa AG**	Germany	Sept	4,695	50	2,240	1,402	25.0
280	266	**Metallgesellschaft AG**	Germany	Sept	4,211	28	2,594	837	25.5
379	313	**Alusuisse**	Switzerland	Dec	3,140	–382	3,587	545	25.3
464	441	**Mitsubishi Metal Corp**	Japan	Mar	2,605	25	3,203	1,823	5.8[4]
476	402	**Noranda**	Canada	Dec	2,545	31	4,309	2,037	26.5
		OFFICE EQUIPMENT							
76	80	**NEC Corp**	Japan	Mar	10,560	123	14,400	18,200	95.8
120	124	**Fujitsu Ltd**	Japan	Mar	7,652	176	10,422	10,602	84.3
194	236	**Canon Inc**	Japan	Dec	5,277	64	6,345	3,664	35.5
220	317	**Olivetti Group**	Italy	Dec	4,908	379	7,377	4,295	60.0
452	464	**Ricoh Co Ltd**	Japan	Mar	2,686	70	2,899	2,842	26.0
471	■	**Groupe Bull**	France	Dec	2,569	–29	2,577	1,021	26.8
		OIL & GAS							
5	1	**Royal Dutch/Shell Group**	Netherlands/UK	Dec	64,851	3,726	76,050	41,628[7]	138.0
8	7	**British Petroleum Co Plc**	UK	Dec	39,860	732	41,839	19,665	126.7
20	10	**ENI-Ente Nazionale Idrocarburi**	Italy	Dec	22,560	342	32,018	none[3]	129.9
24	26	**Kanematsu-Gosho Ltd**	Japan	Mar	21,527	7	7,075	394	2.8
39	18	**Elf Aquitaine Group**	France	Dec	17,286	618	24,008	4,886	71.4
46	34	**Petrobrás-Petróleo Brasileiro SA**	Brazil	Dec	14,704	2,074[8]	15,484[8]	2,033	64.3
50	47	**Kuwait Petroleum Corp**	Kuwait	June	13,912	185	18,873	none[3]	15.4[4]
51	19	**TOTAL Group-Française des Pétroles**	France	Dec	13,820	–68	11,991	2,286	40.3
54	49	**Nippon Oil Co Ltd**	Japan	Mar	13,688	58	8,331	8,820	7.3[4]
72	16	**Pemex-Petróleos Mexicanos**	Mexico	Dec	11,033	1,231	30,915	none[3]	155.9
86	67	**Nederlandse Gasunie Group**	Netherlands	Dec	9,698	33	2,844	none[3]	1.9
90	55	**Idemitsu Kosan Co Ltd** [4]	Japan	Mar	9,567	5	8,473[6]	none[3]	5.9
93	54	**Petróleos de Venezuela SA**	Venezuela	Dec	9,250	1,196	18,964	none[3]	45.3

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		OIL & GAS							
104	79	INH-Instituto Nacional de Hidrocarburo	Spain	Dec	$8,569	NA	$6,714	none[3]	19.9
105	208	Cosmo Oil Co Ltd	Japan	Mar	8,535E	$37	1,571[6]	$1,375	3.7[4]
110	77	Indian Oil Corp Ltd	India	Mar	8,028	105	3,000	none[3]	31.4
116	71	Petrofina SA	Belgium	Dec	7,848	411	8,157	4,457	22.2
145	138	Statoil Group	Norway	Dec	6,652	155	6,812	none[3]	8.5
155	139	Ruhrgas	Germany	Dec	6,331	205	2,617	none[3]	3.0[4]
186	154	Chinese Petroleum Corporation	Taiwan	Dec	5,405	1,362	5,492	none[3]	22.5
206	164	Nippon Mining Co Ltd	Japan	Mar	5,102	25	4,589	1,981	6.0
211	148	Neste Group	Finland	Dec	4,977	–91	4,237	none[3]	10.4
227	171	Mitsubishi Oil Co Ltd	Japan	Mar	4,830	77	3,619	781	2.6[4]
258	333	CEA-Industrie Groupe	France	Dec	4,490	173	12,905	none[3]	31.9
278	181	YPF-Yacimientos Petrolíferos Fiscales	Argentina	Dec	4,228	–230[8]	9,009[8]	3,131	32.5
289	176	Toa Nenryo Kogyo KK	Japan	Dec	4,101	253	4,198	5,234	2.3[4]
320	245	Petro-Canada	Canada	Dec	3,662	131	5,896	none[3]	7.7
387	353	General Sekiyu Group	Japan	Mar	3,102	55	2,072	724	1.7
406	201	Türkiye Petrolleri AO	Turkey	Dec	2,995	489	3,265	none[3]	18.5
407	292	TransCanada PipeLines Ltd	Canada	Dec	2,983	44	4,324	1,506	2.0
431	457	Gulf Canada Corp	Canada	Dec	2,864	226	4,825	2,215	21.1
450	■	Hindustan Petroleum Corporation Ltd	India	Mar	2,689	35	348	none[3]	8.4
481	326	CEPSA-Cia Española de Petróleos	Spain	Dec	2,529	74	1,247	667	3.8[4]
		OILFIELD SERVICE							
249	133	Schlumberger Ltd	Neth Antilles	Dec	4,568	–2,018	8,012	8,927	49.7
362	314	McDermott International	Panama	Mar	3,289	–113	4,383	805	33.0
		PAPER & PACKAGING							
473	450	Toyo Seikan Kaisha Ltd	Japan	Mar	2,560	87	2,279	2,268	14.3
492	478	Oji Paper Co Ltd	Japan	Mar	2,472	80	2,959	2,688	5.6[4]
		PUBLISHING							
304	349	Dai Nippon Printing Co Ltd	Japan	May	3,825	124	3,425	7,874	13.8
332	379	Toppan Printing Co Ltd	Japan	May	3,551	86	3,013	6,013	14.3
391	■	Saatchi & Saatchi Plc	UK	Sept	3,065	64	1,281	1,160	9.8
398	421	Bertelsmann Aktiengesellschaft	Germany	June	3,033	131	2,085	none[3]	31.6
434	384	Reed International Plc	UK	Mar	2,852	190	2,351	2,145	35.0
454	■	News Corporation Ltd	Australia	June	2,676	172	5,729	3,065	22.1
		RETAILING							
81	118	Daiei Inc	Japan	Feb	10,060	18	5,456	2,439	14.8[4]
113	162	Ito-Yokado Co Ltd	Japan	Feb	7,903	214	4,150	8,768	26.7
130	108	Coles Myer Ltd	Australia	July	7,227	66	2,174	1,805	139.2
147	214	Vendex International Group	Netherlands	Jan	6,638	126	2,956[8]	none[3]	61.0

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		RETAILING							
156	166	Marks & Spencer Plc	UK	Mar	$6,299	$412	$3,740	$7,004	45.1
171	250	Seiyu Ltd	Japan	Feb	5,919	32	4,201	1,275	24.4
175	234	Nichii Co Ltd	Japan	Feb	5,853	54	3,767	2,709	32.6
178	247	Jusco Co Ltd	Japan	Feb	5,780	44	3,309	2,282	19.2
200	279	Takashimaya Co Ltd	Japan	Feb	5,165	68	2,209[6]	1,931	7.8[4]
202	361	Otto Versand-Group	Germany	Feb	5,150E	67	893	none[3]	23.2
204	267	Karstadt Group	Germany	Dec	5,128	45	2,212	1,803	66.3
251	341	Daimaru	Japan	Feb	4,546	7	1,693	857	7.7[4]
260	337	Mitsukoshi	Japan	Feb	4,475E	8	1,224[4]	3,250	11.5[4]
288	249	Hudson's Bay Co	Canada	Jan	4,108	–5	3,208	497	41.0
305	392	Kaufhof	Germany	Dec	3,790	29	1,826	1,893	44.0
322	306	Woolworths Ltd	Australia	Jan	3,651	23	942	585	63.0
339	358	Boots Co Plc	UK	Mar	3,510	244	2,266	3,134	67.0
337	335	Imasco Ltd	Canada	Mar	3,326	134	4,138	2,804	62.8
367	347	Sears Plc	UK	Jan	3,266	209	2,461	2,729	64.6
368	■	Uny Co Ltd	Japan	Feb	3,247	48	2,022	1,506	8.9
383	376	Great Universal Stores Plc	UK	Mar	3,127	262	3,562	3,816	43.4
405	■	C & A Brenninkmeyer	Germany	Dec	3,000E	100E	NA	none[3]	20.0
411	■	GB-Inno-BM	Belgium	Jan	2,968	35	1,165	712	19.3
438	411	South African Breweries Ltd	South Africa	Mar	2,811	128	2,145	1,891	79.1
449	442	Woolworth Holdings Plc	UK	Jan	2,694	10	2,195	1,908	34.0
460	■	Docks de France	France	Dec	647	21	855	360	19.1
467	484	Littlewoods Organisation Plc	UK	Dec	2,593	65	1,338[6]	none[3]	35.5
		STEEL							
57	52	Nippon Steel Corp	Japan	Mar	13,032	185	21,135	7,050	65.0[4]
78	228	Groupe Usinor Sacilor	France	Dec	10,436	–1,787	12,526	none[3]	95.3
127	128	Krupp Group	Germany	Dec	7,298	36	5,584	none[3]	68.0
161	127	Nippon Kokan KK	Japan	Mar	6,085	30	14,247	4,841	38.1
170	150	Broken Hill Proprietary Co Ltd	Australia	May	5,934	707	11,859	7,467	61.0
181	168	Kawasaki Steel Corp	Japan	Mar	5,584	84	10,889	3,263	26.7[4]
182	159	Kobe Steel Ltd	Japan	Mar	5,582	30	10,614	2,091	27.8[4]
185	160	Sumitomo Metal Industries Ltd	Japan	Mar	5,459	84	12,679	2,358	26.5[4]
203	183	British Steel Corp	UK	Mar	5,145	52	6,045	none[3]	67.1
300	316	Cockerill Sambre Groupe	Belgium	Dec	3,902	–90	3,710	874	28.8
312	342	Salzgitter	Germany	Sept	3,731	25	3,917	none[3]	38.9
345	356	Steel Authority of India Ltd	India	Mar	3,433	130	7,024	none[3]	207.8
349	396	Hoesch Group	Germany	Dec	3,395	125	3,299	432	32.4
370	412	Klöckner-Werke AG	Germany	Sept	3,212	0[4]	2,597[4]	302	35.2
382	305	Siderbrás Group	Brazil	Dec	3,133	–597	19,916	none[3]	79.2
462	452	Hoogovens Groep	Netherlands	Dec	2,631	63	3,335	387	27.4
478	435	Pohang Iron & Steel Co Ltd	Korea	Dec	2,543	70	5,200	none[3]	19.1

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
			SUPERMARKETS						
58	70	Tengelmann Group	Germany	June	$13,000E	NA	NA	none[3]	112.6E
124	172	Carrefour Group	France	Dec	7,432	$94	$3,089	$2,351	37.6
179	182	J Sainsbury Plc	UK	Mar	5,756	236	2,594	4,405	43.8
191	202	Tesco Plc	UK	Feb	5,324	176	1,941	2,472	45.3
242	303	Promodès Group	France	Dec	4,632	19	1,514	413	27.9
266	280	Ahold	Netherlands	Dec	4,434	53	1,377	983	31.9
295	346	Dee Corporation Plc	UK	Apr	4,001	93	1,643	2,743	47.9
307	327	Delhaize "Le Lion" Group	Belgium	Dec	3,784	30	1,009	710	30.5
334	368	ASDA-MFI Group Plc	UK	Apr	3,539	161	1,413	2,613	41.3
401	405	Argyll Group Plc	UK	Mar	3,022	75	1,312	963	58.0
420	359	Steinberg Inc	Canada	July	2,920	28	886	547	34.5
474	■	Euromarché SA	France	Dec	2,554	23	1,009	478	12.6
			TEXTILES						
331	315	Toray Industries	Japan	Mar	3,560	46	4,485	4,355	28.3
459	422	Teijin Ltd	Japan	Mar	2,653	78	3,004	3,638	7.0[4]
472	475	Coats Viyella Plc	UK	Dec	2,567	159	2,023	1,789	70.7
484	480	Kanebo Ltd	Japan	Apr	2,513	2	3,073	1,299	26.5
			TRADING						
1	2	Mitsui & Co Ltd	Japan	Mar	81,785	53	30,036	3,986	11.4
2	3	Mitsubishi Corp	Japan	Mar	77,324	146	32,142	9,358	14.1
3	4	C Itoh & Co Ltd	Japan	Mar	71,916	84	26,702	5,092	10.0
4	6	Sumitomo Corp	Japan	Mar	65,110	149	16,433	4,600	11.8
6	5	Marubeni Corp	Japan	Mar	64,738	–67	28,861	2,845	10.6
7	8	Nissho Iwai Corp	Japan	Mar	42,900	35	16,455	1,624	7.3
18	17	Toyo Menka Kaisha Ltd	Japan	Mar	23,167	12	8,207	773	5.0
22	21	Nichimen Corp	Japan	Mar	21,941	20	8,691	578	3.1[4]
115	123	Kawasho Corp[4]	Japan	Sept	7,870	3	3,838	243	1.7
144	147	Toyoda Tsusho Kaisha Ltd	Japan	Mar	6,680	25	2,212	679	1.7[4]
228	216	Franz Haniel & Cie GmbH	Germany	Dec	4,797	34	1,449	none[3]	18.1
259	325	Kesko Group	Finland	Dec	4,490	13	1,978	266	8.1
263	■	Hyundai Corp	Korea	Dec	4,465	6	261	50	1.1
283	336	Tohoku Ltd	Japan	Oct	4,156	3	1,913	197	0.9
302	318	Lonrho Group	UK	Sept	3,894	94	3,262	1,129	115.6
310	169	Elders IXL Ltd	Australia	June	3,746	142	3,247	1,752	26.8
353	438	Itoman & Co Ltd	Japan	Sept	3,363	10	4,369	527	1.4[4]
386	370	Hanwa Co Ltd[4]	Japan	Mar	3,103	21	3,569	1,354	1.1
390	380	Chori Co Ltd	Japan	Mar	3,080	6	1,487	144	1.5[4]
418	431	Inchcape Plc	UK	Dec	2,930	28	1,677	638	45.9
424	365	Fletcher Challenge Ltd	New Zealand	June	2,901	131	2,274	2,436	22.3
455	395	Shinsho Corp[4]	Japan	Mar	2,673	1	1,229	340	1.1

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

The 500 largest foreign companies

Rank 1986	Rank 1985	Company	Country	Fiscal year-end	Revenue[1] (millions)	Net income (millions)	Assets (millions)	Market value of common[2] (millions)	Employees (thousands)
		TRANSPORTATION							
41	29	Japan Railways Group	Japan	Mar	$16,070	$ –8	$81,995	none[3]	276.8
60	75	Deutsche Bundesbahn	Germany	Dec	12,558	–1,530	35,456	none[3]	272.8
91	110	SNCF	France	Dec	9,548	–560	20,310	none[3]	228.5
216	273	Deutsche Lufthansa AG	Germany	Dec	4,940	32	3,419	$1,464	37.9
225	212	British Airways Plc	UK	Mar	4,843	227	3,342	none[3]	40.4
229	220	Nippon Express Co Ltd	Japan	Mar	4,703	38	3,548	7,701	47.6[4]
271	275	British Railways Board	UK	Mar	4,333	2	3,361	none[3]	178.4
282	257	Japan Air Lines Co Ltd	Japan	Mar	4,183	–18	4,819	11,728	25.1
294	300	Air France	France	Dec	4,007	98	2,932	none[3]	35.3
306	294	Nippon Yusen Kaisha Line	Japan	Mar	3,787	23	4,523	2,829	3.9[4]
338	265	Canadian National Railway System	Canada	Dec	3,513	62	5,681	none[3]	56.7
356	185	South African Transport Services	South Africa	Mar	3,339	–165	9,735	none[3]	221.7
384	433	Danzas Group	Switzerland	Dec	3,113	5[4]	419[4]	none[3]	11.6
416	459	SAS Group	Sweden	Sept	2,938	NA	2,445	none[3]	31.8
479	454	Kinki Nippon Railway Co Ltd	Japan	Mar	2,536	59	4,831	6,599	12.9[4]
483	■	SNCB-Belgian National Railways	Belgium	Dec	2,522	NA	NA	none[3]	54.1
486	458	Mitsui OSK Lines Ltd	Japan	Mar	2,500	9	3,597	1,356	4.6
		UTILITY							
31	39	Electricité de France	France	Dec	19,347	82	63,052	none[3]	124.3
32	33	Tokyo Electric Power Co[4]	Japan	Mar	18,946	587	52,179	65,196	39.5
45	53	The Electricity Council	UK	Mar	14,799	1,991	60,012[8]	none[3]	131.5
62	57	ENEL	Italy	Dec	12,089	9	38,319	none[3]	112.2
67	82	RWE Group	Germany	June	11,486	176	15,272	3,725	70.3
75	88	British Gas Plc	UK	Mar	10,590	993	29,693[8]	none[3]	91.9
84	91	Kansai Electric Power Co[4]	Japan	Mar	9,908	346	25,936	22,831	24.5
10[illegible]	109	Chubu Electric Power[4]	Japan	Mar	8,456	420	17,874	17,454	19.6
132	136	Gaz de France	France	Dec	7,190	217	8,892	none[3]	28.8
137	170	Générale des Eaux Groupe	France	Dec	6,936	111	6,634	2,652	74.7
193	200	Tohoku Electric Power Co[4]	Japan	Mar	5,288	196	13,152	9,172	12.8
208	205	Kyushu Electric Power[4]	Japan	Mar	5,068	195	14,142	7,686	15.0
290	242	Korea Electric Power Corp	Korea	Dec	4,100E	NA	13,760[6]	none[3]	22.8
291	268	Chugoku Electric Power Co[4]	Japan	Mar	4,089	170	10,415	5,885	11.7
324	322	Tokyo Gas Co Ltd	Japan	Mar	3,623	143	4,200	19,189	13.1[4]
329	324	Taiwan Power Co	Taiwan	June	3,584	698	14,451	none[3]	22.4
342	297	Ontario Hydro	Canada	Dec	3,493	178	22,714	none[3]	32.4
347	310	Hydro-Québec	Canada	Dec	3,407	218	22,157	none[3]	18.5
415	427	INTERCOM	Belgium	Dec	2,938	181	6,738	2,319	8.8[4]
419	389	Osaka Gas Co Ltd	Japan	Mar	2,921	135	3,990	7,406	10.1[4]
439	482	VEW-Vereinigte Elektrizitätswerke	Germany	Dec	2,800	220	8,304	1,597	7.3
470	490	Escom	South Africa	Dec	2,577	88	16,334	none[3]	60.8
498	■	Bayernwerk	Germany	Sept	2,444	81	9,861	none[3]	9.5

■ Not ranked last year. [1]Revenue figures are for group or consolidated operations and exclude taxes and duties. [2]As of December 31, 1986. [3]Not publicly traded as of December 31, 1986. [4]Not fully consolidated. [5]Profit before appropriations adjusted to a 50% tax rate to more closely conform to U.S. accounting. [6]Figures are latest available. [7]Combined market value. [8]Based on current cost accounting. NA: Not available or not applicable. E: Forbes estimate. P: Preliminary.

General note: Revenue and net income are converted at an average rate of exchange for the fiscal year; assets are converted at fiscal year-end rate. For companies with January, February and March fiscal year-ends, 1986 figures are used when more current data are not available.

Where to find the Forbes foreign 500

Company	Page
AEGON Insurance Group	128
Aérospatiale Group	117
AGF-Assurances Générales de France	128
Ahold	135
Air France	136
Akzo Group	122
Alcan Aluminium Ltd	130
Aldi GmbH & Co KG	125
Allianz Worldwide	128
Allied-Lyons Plc	122
Alusuisse	130
AMEV NV	128
Argyll Group Plc	135
Asahi Chemical Industry Co Ltd	122
Asahi Glass Co Ltd	118
Asahi Mutual Life Insurance	128
ASDA-MFI Group Plc	135
ASEA Group	124
ASLK-CGER	122
Associated British Foods Plc	125
Australia & New Zealand Banking	119
Australian Mutual Provident Society	128
AXA Group	128
B.A.T Industries Plc	129
Banamex-Banco Nacional de México	119
Banca Nazionale del Lavoro	118
Banco Central Group	119
Banco de la Nación Argentina	122
Banco di Napoli	119
Banco di Sicilia	122
Banco do Brasil	118
Banco Hispano Americano Grupo	122
Banco Itaú Group	119
Bancomer	119
Bank Hapoalim BM	119
Bank Leumi le-Israel BM	119
Bank of China	119
Bank of Montreal	118
Bank of Nova Scotia	119
Bank of Tokyo Ltd	118
Banque Bruxelles Lambert	122
Banque Nationale de Paris Group	118
Barclays Group	118
Barlow Rand Group	129
BASF Group	122
Bass Plc	122
Bayer Group	122
Bayerische Hypotheken-und Wechsel	119
Bayerische Landesbank Girozentrale	119
Bayerische Vereinsbank Group	119
Bayernwerk	136
BayWa München	123
BBC-Brown Boveri Group	124
Beecham Group Plc	124
Bell Canada Enterprises	123
S&W Berisford Plc	123
Bertelsmann Aktiengesellschaft	131
BICC Plc Group	125
BMW-Bayerische Motoren Werke	117
BOC Group Plc	128
Boots Co Plc	134
Robert Bosch Group	117
Bouygues Group	123
BRADESCO Group	119
C & A Brenninkmeyer	134
Bridgestone Corp	118
British Aerospace Plc	117
British Airways Plc	136
British Coal	129
British Gas Plc	136
British Petroleum Co Plc	130
British Post Office	123
British Railways Board	136
British Steel Corp	134
British Telecom	123
Broken Hill Proprietary Co Ltd	134
BSN-Groupe	125
BTR Plc	129
Groupe Bull	130
Cadbury Schweppes Plc	125
Canadian Imperial Bank of Commerce	118
Canadian National Railway System	136
Canadian Pacific Ltd	129
Canadian Wheat Board	123
Canon Inc	130
CARIPLO Group	119
D Carnegie & Co	125
Carrefour Group	135
Casino Groupe	125
CdF Chimie	123
CEA-Industrie Groupe	131
CEPSA-Cia Española de Petróleos	131
Chinese Petroleum Corporation	131
Chori Co Ltd	135
Chubu Electric Power	136
Chugoku Electric Power Co	136
CIBA-GEIGY Group	122
CIC-Crédit Industriel et Commercial	119
Co op AG	124
Coats Viyella Plc	135
Cockerill Sambre Groupe	134
Coles Myer Ltd	131
Commercial Union Assurance Co Plc	128
Commerzbank	119
Commonwealth Banking Corp Group	119
Coop Suisse	124
Cosmo Oil Co Ltd	131
Courtaulds Plc	123
Co-operative Wholesale Society Ltd	125
CRA Limited	129
Crédit Agricole	118
Crédit Commercial de France Group	119
Crédit Communal de Belgique	122
Crédit Foncier de France	125
Crédit Lyonnais Group	118
Crédit Suisse	119
Crownx	129
Daewoo Group	129
Dai-Ichi Kangyo Bank Ltd	118
Dai-ichi Mutual Life Insurance	128
Dai Nippon Printing Co Ltd	131
Daiei Inc	131
Daihatsu Motor Co Ltd	118
Daimaru	134
Daimler-Benz Group	117
Daiwa Bank Ltd	119
Daiwa Securities Co Ltd	125
Dalgety Plc	125
Danzas Group	136
Dee Corporation Plc	135
Degussa AG	130
Delhaize "Le Lion" Group	135
Deutsche Bank Group	118
Deutsche Bundesbahn	136
Deutsche Bundespost	123
Deutsche Lufthansa AG	136
Deutsche SPAR-Zentrale	124
DG Bank Group	119
Docks de France	134
Dresdner Bank	118
NV DSM	122
Edeka-Zentrale	124
Eka Corporation	124
Elders IXL Ltd	135
Electricité de France	136
The Electricity Council	136
Electrolux Group	124
Elf Aquitaine Group	130
ENEL	136
ENI-Ente Nazionale Idrocarburi	130

Where to find the Forbes foreign 500

Company	Page
Telefonaktiebolaget LM Ericsson	123
Escom	136
Euromarché SA	135
Feldmühle Nobel Group	129
Ferruzzi Group	123
Fiat Group	117
Fletcher Challenge Ltd	135
Formosa Plastics Group	123
Fuji Bank Ltd	118
Fuji Heavy Industries Ltd	118
Fuji Photo Film Co Ltd	124
Fujitsu Ltd	130
Furukawa Electric Co Ltd	125
GAN-Groupe des Assur Nationales	128
Gaz de France	136
GB-Inno-BM	134
GEDELFI	124
General Accident Fire & Life Assurance	128
General Electric Co Plc	117
General Sekiyu Group	131
Générale Bank Group	119
Générale des Eaux Groupe	136
Cie Générale d'Electricité	124
Generali Group	128
George Weston Ltd	125
GKN Plc	118
Grand Metropolitan Plc	124
Great Universal Stores Plc	134
Great-West Lifeco	128
Guardian Royal Exchange Plc	128
Guinness Plc	122
Gulf Canada Corp	131
Haci Ömer Sabanci Holding Corp	130
Franz Haniel & Cie GmbH	135
Hanson Trust Plc	129
Hanwa Co Ltd	135
Henkel Group	123
Hindustan Petroleum Corporation Ltd	131
Hitachi Ltd	129
Hoechst Group	122
Hoesch Group	134
Philip Holzmann AG	123
Honda Motor Co Ltd	117
Hoogovens Groep	134
Hudson's Bay Co	134
Hydro-Québec	136
Hyosung Group	130
Hyundai Corp	135
Hyundai Heavy Industries Co Ltd	125
ICA Group	125
Idemitsu Kosan Co Ltd	130
Imasco Ltd	134
Imperial Chemical Industries Plc	122
Inchcape Plc	135
Indian Oil Corp Ltd	131
Industrial Bank of Japan Ltd	118
INH-Instituto Nacional de Hidrocarburos	131
INI Group	129
INTERCOM	136
International Thomson Organisation Ltd	130
IRI Group	129
Ishikawajima-Harima Heavy Industries	125
Isuzu Motors Ltd	118
Ito-Yokado Co Ltd	131
C Itoh & Co Ltd	135
Itoman & Co Ltd	135
Jacobs Suchard Group	125
Japan Air Lines Co Ltd	136
Japan Development Bank	122
Japan Railways Group	136
Axel Johnson Group	129
Jusco Co Ltd	134
Kajima Corp	123
Kanebo Ltd	135
Kanematsu-Gosho Ltd	130
Kansai Electric Power Co	136
Karstadt Group	134
Kaufhof	134
Kawasaki Heavy Industries Ltd	129
Kawasaki Steel Corp	134
Kawasho Corp	135
Kesko Group	135
KF-Coop Group	124
Kinki Nippon Railway Co Ltd	136
Kirin Brewery Co Ltd	122
Klöckner & Co	129
Klöckner-Werke AG	134
Kobe Steel Ltd	134
Koç Group	130
Komatsu Ltd	125
Koor Industries	130
Korea Electric Power Corp	136
Korea Explosives Group	130
Kredietbank NV	119
Krupp Group	134
Kubota Ltd	118
Kumagai Gumi Co Ltd	123
Kuwait Petroleum Corp	130
Kyowa Bank	122
Kyushu Electric Power	136
Ladbroke Group Plc	130
Lafarge Coppée	122
Leclerc	124
Legal & General Group	129
Littlewoods Organisation Plc	134
Lloyds Bank Group	118
Long-Term Credit Bank of Japan Ltd	118
Lonrho Group	135
Lucky-Gold Star Group	129
L'Air Liquide Group	128
L'Oréal Group	124
M A N Group	125
Mannesmann Group	125
Manufacturers Life Insurance Co	128
Marks & Spencer Plc	134
Marubeni Corp	135
Matsushita Electric Industrial Co	124
Matsushita Electric Works	124
Mazda Motor Corp	117
MBB-Messerschmitt-Bolkow-Blohm	117
McDermott International	131
Meiji Mutual Life Insurance Co	128
Metallgesellschaft AG	130
Metro-Deutschland Gruppe	124
Michelin Group	117
Midland Bank Group	118
Migros-Genossenschafts-Bund	124
Mitsubishi Bank Ltd	118
Mitsubishi Chemical Industries	122
Mitsubishi Corp	135
Mitsubishi Electric Corp	129
Mitsubishi Heavy Industries Ltd	125
Mitsubishi Metal Corp	130
Mitsubishi Oil Co Ltd	131
Mitsubishi Trust & Banking Corp	119
Mitsui Bank Ltd	119
Mitsui Mutual Life Insurance Co	128
Mitsui OSK Lines Ltd	136
Mitsui Trust & Banking Co Ltd	119
Mitsui & Co Ltd	135
Mitsukoshi	134
Monte dei Paschi di Siena Banking	119
Montedison Group	122
Münchener Rückversicherungs	128
Nacional Financiera SA	119
National Australia Bank Group	119
National Westminster Bank Plc	118
Nationale-Nederlanden	128
NEC Corp	130
Nederlandse Gasunie Group	130

Where to find the Forbes foreign 500

Company	Page
Neste Group	131
Nestlé	125
Netherlands PTT	123
News Corporation Ltd	131
Nichii Co Ltd	134
Nichimen Corp	135
Nippon Credit Bank Ltd	119
Nippon Express Co Ltd	136
Nippon Kokan KK	134
Nippon Life Insurance Co	128
Nippon Mining Co Ltd	131
Nippon Oil Co Ltd	130
Nippon Steel Corp	134
Nippon Telegraph & Telephone Corp	123
Nippon Yusen Kaisha Line	136
Nippondenso Co Ltd	117
Nissan Fire & Marine Insurance	129
Nissan Motor Co Ltd	117
Nissan Shatai Co Ltd	118
Nissho Iwai Corp	135
Nomura Securities Co Ltd	125
Noranda	130
Norddeutsche Landesbank Group	122
Norinchukin Bank	118
Norsk Hydro a s	129
Ohbayashi Corp	123
ÖIAG-Österreichische Ind Verwaltungs	129
Oji Paper Co Ltd	131
Olivetti Group	130
Ontario Hydro	136
Osaka Gas Co Ltd	136
Oshawa Group Ltd	125
Österreichische PTT	123
Otto Versand-Group	134
Panavia Aircraft GmbH	117
Paribas Group	118
Pechiney	130
Pemex-Petróleos Mexicanos	130
Peninsular & Oriental Steam Navigation	130
Petrobrás-Petróleo Brasileiro SA	130
Petrofina SA	131
Petróleos de Venezuela SA	130
Petro-Canada	131
Peugeot Groupe SA	117
Philips Group	124
Pilkington Brothers Plc	122
Pirelli Group	118
PKbanken Group	122
Pohang Iron & Steel Co Ltd	134
Preussag Group	129
Promodès Group	135
Provigo Inc	125
Prudential Corp Plc	128
PTT-Postes et Télécommunications	123
Reed International Plc	131
Renault Group	117
REWE-Zentral Organisation	124
Rhône-Poulenc Group	122
Ricoh Co Ltd	130
Roche/Sapac Group	123
Rolls-Royce Plc	117
Rover Group Plc	118
Royal Bank of Canada	118
Royal Bank of Scotland Group Plc	122
Royal Dutch/Shell Group	130
Royal Insurance Plc	128
RTZ Corporation Plc	130
Ruhrgas	131
Ruhrkohle	129
RWE Group	136
S Group	124
Saab-Scania Group	118
Saarberg Group	129
Saatchi & Saatchi Plc	131
SAE-Société Auxiliaire D'Entreprises	124
J Sainsbury Plc	135
Saint-Gobain	122
Saitama Bank Ltd	122
Salzgitter	134
Samsung Group	129
Sandoz Group	122
Sanpaolo Group	119
Sanwa Bank Ltd	118
Sanyo Electric Co Ltd	124
SAS Group	136
Schlumberger Ltd	131
Schweizerische PTT	123
Sears Plc	134
Seiyu Ltd	134
Sekisui House Ltd	123
Selex & Tania Handels AG	124
Sharp Corp	124
Shimizu Construction Co Ltd	123
Shinsho Corp	135
Shoko Chukin Bank	119
Showa Denko KK	123
SHV Holdings NV	129
Siderbrás Group	134
Siemens Group	124
Skandinaviska Enskilda Bank Group	119
SKF Group	125
SNCB-Belgian National Railways	136
SNCF	136
Snow Brand Milk Products Co Ltd	125
Société Générale Group	118
Solvay Group	122
Sony Corp	124
South African Breweries Ltd	134
South African Transport Services	136
Ssangyong Group	129
Standard Chartered Group	119
Standard Life Assurance Co	129
State Bank of India Group	122
Statoil Group	131
STC Group Plc	123
Steel Authority of India Ltd	134
Steinberg Inc	135
STL-Finnish Wholesalers & Importers	124
Groupe Sucres et Denrées	123
Suez Group	118
Sulzer Group	125
Sumitomo Bank Ltd	118
Sumitomo Chemical Co Ltd	122
Sumitomo Corp	135
Sumitomo Electric Industries Ltd	125
Sumitomo Life Insurance Co	128
Sumitomo Metal Industries Ltd	134
Sumitomo Trust & Banking Co Ltd	119
Sun Alliance & London Insurance Plc	128
Sun Life Assurance Co	128
Sunkyong Group	129
Suntory Ltd	122
Suzuki Motor Co Ltd	118
Svenska Handelsbanken	122
Swedish Telecom Group	123
Swiss Bank Corp	119
Swiss Life Insurance & Pension Co	128
Swiss Re Group	128
Systeme U	124
Taisei Corp	123
Taiwan Power Co	136
Taiyo Fishery Co Ltd	125
Taiyo Kobe Bank Ltd	119
Takashimaya Co Ltd	134
Takeda Chemical Industries Ltd	123
Takenaka Komuten Co Ltd	123
Tarmac Plc	124
Tate & Lyle Group	125
Teijin Ltd	135
Telefónica	123

Company	Page
Tengelmann Group	135
Tesco Plc	135
Le Groupe Thomson	124
THORN EMI Plc	124
Thyssen Group	129
Toa Nenryo Kogyo KK	131
Alfred C Toepfer Internationale Gruppe	123
Tohoku Electric Power Co	136
Tokai Bank Ltd	118
Tokio Marine & Fire Insurance Co Ltd	128
Tokyo Electric Power Co	136
Tokyo Gas Co Ltd	136
Toppan Printing Co Ltd	131
Toray Industries	135
Toronto-Dominion Bank	119
Toshiba Corp	129
Toshoku Ltd	135
TOTAL Group-Française des Pétroles	130
Toyo Menka Kaisha Ltd	135
Toyo Seikan Kaisha Ltd	131
Toyoda Tsusho Kaisha Ltd	135
Toyota Motor Corp	117
Trafalgar House Plc	123
TransCanada PipeLines Ltd	131
Türkiye Petrolleri AO	131
UAP-Union des Assurances de Paris	128
Ube Industries Ltd	123
Unigate Group	125
Unilever	125
Union Bank of Switzerland	118
United Biscuits (Holdings) Plc	125
Uny Co Ltd	134
Groupe Usinor Sacilor	134
VEBA Group	129
Vendex International Group	131
VEW-Vereinigte Elektrizitätswerke	136
VIAG Group	129
Volkswagen Group	117
Volvo Group	117
Westdeutsche Landesbank Group	119
Westpac Banking Group	119
Winterthur Group	128
Woolworth Holdings Plc	134
Woolworths Ltd	134
YPF-Yacimientos Petrolíferos	131
Yasuda Fire & Marine Insurance Co Ltd	129
Yasuda Mutual Life Insurance Co	128
Yasuda Trust & Banking Co Ltd	122
Zenkyoren	128
Zurich Insurance Group	128

NOW AVAILABLE

THE BAWL STREET JOURNAL.

Annual Lampoon of the Financial Community

"NO, THE HERMES IS FROM GREECE, THE HERPES IS FROM GRACE."

The Bawl Street Journal is published only once per year. It comprises eight pages of cartoons, advertisements, gag articles and spoofs on Wall Street people and investment firms.

Are you interested in making a killing in Wall Street? But you're afraid they'll convict you if you shoot your broker? Then consider a humorous alternative. A $3 investment will bring some joy and laughter to help vent the thousands of dollars spent to create anguish and frustration. For your copy of this year's paper, act today as The Bawl Street Journal is printed in limited edition. No papers will be available after the initial printing is sold out or after July 31, 1987, whichever comes first.

Because of costs no mailing to prior subscribers was made in 1987. This is the only opportunity to purchase papers. Use the coupon.

Circulation Manager
P.O. Box 445, Wall Street Station
New York, N.Y. 10005

Please send me_____copy(ies) of the 1987 edition of The Bawl Street Journal. Enclosed is my check payable to The Bawl Street Journal Corp. @ $3 per copy.

NAME_____
(please print)

ADDRESS_____

CITY_____ STATE_____ ZIP_____

THE 100 LARGEST FOREIGN INVESTMENTS IN THE U.S.

Shades of the late 1970s? Now, as then, the dollar is cheap, and acquisitive European and Japanese companies have been rushing in to buy. Last year, says Merrill Lynch's senior international bond analyst Lawrence Kreicher, over $179 billion poured into the U.S. from abroad. Of that, around $154 billion went into financial assets, mainly U.S. Treasurys, leaving $25 billion for direct foreign investment in U.S. plant, equipment, services and real estate.

Several foreign companies acquired their way onto the list for the first time. West German publisher Bertelsmann, for example, paid $500 million for Doubleday and finally closed on its purchase of RCA Corp.'s record business. Now ranked 59th on our list, Bertelsmann generates sales of nearly $1.5 billion in the U.S. Other newcomers to the list: Canada's Campeau Corp., which bought Allied Stores (owner of the Brooks Brothers and Ann Taylor chains); the U.K.'s Dixons Group Plc., which bought Pittsburgh's Cyclops; and Petróleos de Venezuela, which bought half of Citgo Petroleum and 50% of Champlin Refining of Texas.

Of the nine deletions from our list, three were knocked off by the decline in their oil operations: Ultramar, Broken Hill Proprietary and Canada Development. They were hit by weaknesses in both the dollar and the demand for oil, which is priced in dollars. Are oil and the dollar now good investments? Could well be.

Rank	Foreign investor	Country	US investment	% owned	Industry	Revenue (millions)	Net income (millions)	Assets (millions)
1	**Seagram Co Ltd***	Canada	EI du Pont de Nemours*	23%	chemicals, energy	$27,148	$1,538.0	$26,733
			Joseph E Seagram & Sons	100	alcoholic beverages	2,029	337.6	6,301
						29,177		
2	**Royal Dutch/Shell Group***	Netherlands/ UK	Shell Oil	100	energy, chemicals	17,353	883.0	26,214
3	**British Petroleum Plc***	UK	Standard Oil Ohio*	95	energy	9,219	–45.0	15,955
			BP North America	100	energy	4,228	4.0	4,224
						13,447		
4	**B.A.T Industries Plc***	UK	BATUS	100	multicompany	5,499	393.7	4,242
	*Imasco Ltd**	Canada	Peoples Drug Stores	100	drugstores	1,366	NA	NA
			Imasco USA	100	fast food	1,206	NA	NA
						8,071		
5	**Tengelmann Group**	Germany	Great A&P Tea*	52	supermarkets	7,835	69.0	2,080
6	**Unilever NV***	Netherlands	Chesebrough-Pond's	100	personal care	2,731	159.4	NA
			Lever Brothers	100	consumer goods	2,475	–18.5	837
			Thomas J Lipton	100	food & beverages	1,303	91.4	827
			National Starch & Chem	100	adhesives, starch	1,064	71.8	743
						7,573		
7	**Nestlé***	Switzerland	Nestlé Enterprises	100	food, restaurants	3,400E	NA	NA
			Carnation	100	food	2,500E	NA	NA
			Alcon Laboratories	100	optical products	400E	NA	NA
						6,300E		
8	**Mitsui & Co Ltd***	Japan	Mitsui & Co USA	100	feed additives, plastics	5,561E	44.2E	2,990E
9	**Petróleos de Venezuela SA**	Venezuela	Citgo Petroleum	50	refining, marketing	4,103	43.6	1,209
			Champlin Refining (Texas)	50	refining	1,200	NA	500
						5,303		
10	**Régie Nationale des Usines Renault**	France	American Motors*	43	automotive	3,463	–91.0	2,225
			Mack Trucks*	42	automotive	1,712	–31.0	1,014
						5,175		
11	**Philips NV***	Netherlands	North American Philips*	58	electronics	4,532	68.5	2,886
			Signetics	100	semiconductors	500E	NA	NA
						5,032E		
12	**Hoechst AG***	Germany	Celanese	100	chemicals	2,891	213.0	2,361
			American Hoechst	100	chemicals	1,711	38.0	1,308
						4,602		
13	**Campeau**	Canada	Allied Stores	100	retailing	4,257	–54.0	5,125
14	**Bayer AG***	Germany	Bayer USA	100	chemicals	3,410	93.8	2,433
			Agfa-Gevaert	100	photography	765	13.1	511
			Compugraphic*	82	computer typesetting			
						4,175		

*Publicly traded in the U.S. in shares or ADRs. E: Estimate. NA: Not available.
Note: Some foreign investors on the list own U.S. companies indirectly through companies in italics.

Rank	Foreign investor	Country	US investment	% owned	Industry	Revenue (millions)	Net income (millions)	Assets (millions)
15	**Volkswagenwerk AG***	Germany	Volkswagen of America	100%	automotive	$4,037	NA	NA
16	**Group Bruxelles Lambert**	Belgium	Drexel Burnham Lambert	26	finance	4,000	NA	$38,583
17	**Hanson Trust Plc***	UK	Hanson USA	100	multicompany	3,769	$103.0	3,228
18	**BASF Group***	Germany	BASF	100	chemicals	3,645	104.5	2,239
19	**Anglo Amer of S Africa***	South Africa	Engelhard*	30	metals	2,290	53.3	1,043
	Minerals & Resources*	Bermuda	Inspiration Resources (US)*	57	agricultural, mining	1,099	37.8	780
	Charter Consol*	UK	National Mine Service*	51	mining equipment	62	–18.4	65
						3,451		
20	**Bell Canada Enterprises***	Canada						
	Northern Telecom Ltd*	Canada	Northern Telecom	100	telecommunications	2,858	NA	1,750
	Trans Canada Pipeline*	Canada	Great Lakes Transmission	50	gas transmission	282	30.3	364
			Northern Border Pipeline	30	gas transmission	248	127.1	1,140
						3,388		
21	**Grand Metropolitan Ltd***	UK	GrandMet USA	100	multicompany	1,865	NA	NA
			Heublein	100	alcoholic beverages	1,400	NA	NA
						3,265		
22	**Brascan Ltd***	Canada						
	Noranda Mines Ltd*	Canada	Noranda US	100	minerals, forest prods	1,197	NA	1,352
	MacMillan Bloedel*	Canada	MacMillan Bloedel	100	forest products	986	NA	493
	John Labatt Ltd	Canada	Johanna Farms	100	dairy, juice products	990E	19.9E	766E
			Other companies	100	package foods, brewing			
						3,173E		
23	**CS Holding**	Switzerland						
	Financière CSFB	Switzerland	First Boston*	40	investment banking	3,151	180.6	48,618
24	**Générale Occidentale SA**	France	Grand Union	100	supermarkets	2,746	34.1	600E
	General Oriental	Br W Indies	Cavenham Forest Inds	97	timber, containers	250E	NA	NA
						2,996E		
25	**Franz Haniel & Cie**	Germany	Scrivner	100	food distribution	2,750	14.5	450
			Quinn Wholesale	100	food distribution	245	NA	NA
						2,995		
26	**Vendex International**	Netherlands	Dillard Dept Stores*	41	retailing	1,851	74.5	1,213
			B Dalton Bookseller	100	retailing	700E	NA	NA
			Barnes & Noble	30	retailing	225E	NA	NA
						2,776E		
27	**Dalgety Plc**	UK	Martin-Brower	100	food distribution			
			Modern Maid Food	100	food products	2,751	NA	NA
			Pig Improvement	100	pig breeding			
28	**Imperial Chemical Industries Plc***	UK	ICI Americas	100	chemicals, drugs	2,100E	NA	2,700E
			Glidden	100	paint	650	NA	NA
						2,750E		
29	**Jefferson Smurfit Group Plc**	Ireland	Container Corp of Am	50	paper products	1,758	–9.0	1,614
			Jefferson Smurfit*	78	packaging	944	28.0	653
						2,702		
30	**Electrolux AB***	Sweden	White Consolidated	100	appliances	2,500	NA	NA
31	**George Weston Ltd***	Canada	Eastern Fine Paper	100	paper products			
			Interbake	100	bakery	499	NA	NA
			Stroehmann Bakeries	100	bakery			
	Loblaw Cos*	Canada	Peter J Schmitt	100	food wholesaling	1,973	NA	NA
			National Tea	100	supermarkets			
						2,472		
32	**CIBA-GEIGY Ltd**	Switzerland	CIBA-GEIGY	100	chemicals, drugs	2,468	NA	2,100
33	**Delhaize "Le Lion" SA**	Belgium	Food Lion*	44	supermarkets	2,407	61.8	605
34	**Royal Insurance Plc**	UK	Royal USA	100	insurance	2,246	295.4	3,935
35	**Hongkong & Shanghai Banking Corp***	Hong Kong	Marine Midland Banks*	52	banking	2,244	145.0	24,790

*Publicly traded in the U.S. in shares or ADRs. E: Estimate. NA: Not available.
Note: Some foreign investors on the list own U.S. companies indirectly through companies in italics.

The 100 largest foreign investments in the U.S.

Rank	Foreign investor	Country	US investment	% owned	Industry	Revenue (millions)	Net income (millions)	Assets (millions)
36	**Siemens AG***	Germany	Siemens Capital	100%	electronics	$2,243	NA	$2,719
37	**Nippon Kokan KK***	Japan	National Steel	50	steel	2,128	$-59.9	1,677
			Int'l Light Metals	40	aluminum, titanium	110	-5.0	174
						2,238		
38	**Canadian Pacific Ltd***	Canada	Canadian Pacific USA	54-100	transportation, steel	850E	NA	650E
			Soo Line*	56	railroad	632	-43.3	1,099
	AMCA Ltd	Canada	AMCA US	100	industrial machinery	704	NA	372
						2,186E		
39	**RTZ Plc***	UK	US Borax & Chemical	100	mining, borax			
			US Silica	100	sand, clays	1,470	NA	898
			Commonwealth Aluminum	33	aluminum			
			Rio Algom	61	metals	235	NA	NA
	RTZ Pillar Ltd	UK	Indal US	61	building products	426	NA	234
						2,131		
40	**Fujitsu Ltd***	Japan	Amdahl*	47	electronics	966	41.8	1,054
			Fujitsu America	100	electronics	822E	NA	NA
			Fujitsu Microelectronics	100	electronics	280E	NA	NA
						2,068E		
41	**Petrofina SA**	Belgium	American Petrofina*	83	energy	2,021	-24.6	1,777
42	**Alcan Aluminium Ltd***	Canada	Alcan Aluminum	100	aluminum	1,998	61.0	1,115
43	**Crownx**	Canada	Crown Life Insurance	94	insurance	1,599	NA	3,584
			Extendicare Group	100	health care	268	NA	276
			Crowntek Group	100	information technology	36	NA	83
						1,903		
44	**Compagnies des Machines Bull***	France	Honeywell Bull	43	information systems	1,900	NA	NA
45	**Henkel KGaA**	Germany	Clorox*	25	household products	1,089	NA	849
			Loctite Corp	25	chemicals	267	NA	NA
			Henkel of America	100	chemicals	252	NA	NA
			Other companies	100	chemicals	250	NA	NA
						1,858		
46	**Elf Aquitaine Group**	France	Elf Aquitaine	100	multicompany	1,724	NA	3,399
47	**Barclays Plc***	UK	BarclaysAmericanCorp	100	financial services	555	23.0	4,148
			Barclays Bank NY	100	banking	1,137	23.9	13,498
			Barclays Bank Calif	100	banking			
						1,692		
48	**Ahold NV***	Netherlands	BI-LO	100	supermarkets	1,127	NA	NA
			Giant Food Stores	100	supermarkets	529	NA	NA
						1,656		
49	**Honda Motor Co Ltd***	Japan	Honda of America Mfg	100	automotive	1,630E	NA	NA
50	**Saban SA**	Switzerland	Republic NY*	32	banking	1,407	135.6	17,465
			Williamsburgh Savings Bk	100	banking	217	26.1	2,267
						1,624		
51	**Manufacturers Life Insurance**	Canada	Manufacturers Life Ins	100	insurance	1,600E	NA	NA
52	**BTR Plc***	UK	BTR	100	energy, industrial equip	1,590E	NA	NA
53	**Total CFP**	France						
	*Total Petrol NA Ltd**	Canada	Total Petroleum	100	energy	1,565	41.0	790
54	**Thyssen Group**	Germany	Budd	100	auto parts	1,383	NA	NA
			Transit America	100	railroad cars	150	NA	NA
						1,533		
55	**Power Corp of Canada**	Canada	Great-West Life Assurance	97	insurance	1,518	9.7	5,700
56	**Daimler-Benz Group***	Germany	Freightliner	100	automotive	1,276	NA	NA
	*AEG AG**	Germany	AEG	100	elec equip, electronics	212	NA	NA
			Other companies	100	elec equip, computers			
						1,488		

*Publicly traded in the U.S. in shares or ADRs. E: Estimate. NA: Not available.
Note: Some foreign investors on the list own U.S. companies indirectly through companies in italics.

Rank	Foreign investor	Country	US investment	% owned	Industry	Revenue (millions)	Net income (millions)	Assets (millions)
57	**TBG Holding NV**	Netherlands	Ball-InCon Glass	50%	containers, packaging	$550	NA	NA
			Peerless Pump	100	pumps	909	NA	NA
			Info Technology Group	100	electronic information	1,459		
58	**Volvo AB***	Sweden	Volvo White Truck	100	automotive	774	$6.0	$864
			Clark Michigan	25	automotive	409	-18.0	282
			Hamilton Oil*	50	energy	274	11.0	864
						1,457		
59	**Bertelsmann AG**	Germany	Bantam	100	publishing			
			Bertelsmann Music Group	100	music publishing			
			Dell	100	publishing	1,450E	NA	NA
			Doubleday	100	publishing			
			Other companies	51–100	printing			
60	**AEGON NV***	Netherlands	Life Investors*	91	insurance	1,023	35.0	2,841
			National Old Line	100	insurance	101	16.0	425
			Monumental	100	insurance	269	NA	1,090
			Aegon Reinsurance	100	insurance	50	8.5	105
						1,443		
61	**Dixons Group Plc**	UK	Cyclops*	89	steel	1,441	21.3	579
62	**Kuwait Petroleum**	Kuwait	Santa Fe Intl (KPC)	100	energy	1,400E	NA	NA
62	**Nissan Motor Co Ltd***	Japan	Nissan Motor Mfg USA	100	automotive	1,400E	NA	NA
64	**Nationale-Nederlanden**	Netherlands	Nationale-Nederlanden US	100	insurance	1,375	61.7	3,470
65	**Moore Corp Ltd***	Canada	Moore Business Forms	100	business forms	1,371	NA	818
66	**General Accident Fire & Life Plc**	UK	Gen Accident Ins America	100	insurance			
			Camden Fire Insurance	100	insurance			
			Penn General Insurance	100	insurance	1,326	136.6	3,479
			Potomac Ins of Illinois	100	insurance			
			North Pacific Insurance	100	insurance			
67	**SNECMA**	France	CFM International	50	aviation	1,325	2.5	582
68	**Montedison Group**	Italy	Himont*	50	chemicals	981	97.3	910
	Ausimont NV	Netherlands	Erbamont*	85	pharmaceuticals	182	16.9	183
			Ausimont Industries	100	chemicals	113	NA	NA
			Consery	100	agroindustry	46	-2.9	41
						1,322		
69	**News Corporation Ltd***	Australia	News America	100	media	1,311	NA	4,094
70	**BOC Group Plc***	UK	BOC Group	100	gases, health care	1,294	NA	NA
71	**Sanyo Electric Co Ltd***	Japan	Fisher	100	audio equipment	840E	NA	NA
			Sanyo Manufacturing	74	electronics, appliances	379	-16.2	152
			Other companies	100	electronics, appliances	67	NA	84
						1,286E		
72	**Beecham Group Plc***	UK	Beecham	100	drugs, consumer prods			
			Beecham Cosmetics	100	cosmetics, fragrances	1,250	NA	1,100
			Beecham Home Improv Prod	100	home improvement			
			Norcliff Thayer	100	drugs			
73	**Commercial Union Assurance Plc**	UK	Commercial Union Ins	100	insurance	1,236	-32.0	2,691
74	**Sandoz Ltd**	Switzerland	Sandoz United States	100	multicompany	1,230	NA	NA
75	**Zurich Insurance Group**	Switzerland	Zurich-American Ins	100	insurance	749	34.1	1,462
			Universal Underwriters	100	insurance	398	58.4	540
			Other companies	100	insurance	72	9.0	148
						1,219		
76	**L'Air Liquide***	France	Liquid Air*	87	industrial gases	576	34.7	718
			Big Three Industries	100	industrial gases	539	-4.5	855
			AL Compressed Gases	100	welding equipment	50	NA	NA
						1,165		
77	**Sun Life Assurance Co of Canada**	Canada	Sun Life (US)	100	insurance	1,045	-1.0	3,026
			Other companies	100	financial services	114	8.0	386
						1,159		

*Publicly traded in the U.S. in shares or ADRs. E: Estimate. NA: Not available.
Note: Some foreign investors on the list own U.S. companies indirectly through companies in italics.

The 100 largest foreign investments in the U.S.

Rank	Foreign investor	Country	US investment	% owned	Industry	Revenue (millions)	Net income (millions)	Assets (millions)
78	**Saint-Gobain***	France	CertainTeed*	57%	building supplies	$1,114	$57.3	$813
79	**United Biscuits (Holdings) Plc**	UK	Keebler	100	bakery	953	NA	NA
			Specialty Brands	100	food products	150	NA	NA
						1,103		
80	**Schlumberger NV***	Neth Antilles	Schlumberger Technology	100	oilfield svs, electronics	1,101	–261.0	1,057
81	**J Sainsbury Plc***	UK	Shaw's Supermarkets*	29	supermarkets	1,093	16.2	210
82	**Roche/Sapac**	Switzerland	Hoffmann-La Roche	100	drugs, chemicals	1,082	NA	NA
83	**Peoples Jewellers Ltd**	Canada	Zale	100	jewelry	1,051	NA	NA
	Swarovski Intl Holding AG	Switzerland						
84	**General Electric Plc***	UK	Picker International	100	medical equipment	650	NA	NA
			AB Dick	100	office equipment	400E	NA	NA
						1,050E		
85	**Swiss Reinsurance**	Switzerland	SwissRe Insurance	100	insurance	428	65.5	1,027
			North Am Reinsurance	100	insurance	344	70.9	893
			North Am Reassurance	100	insurance	129	14.9	537
			Other companies	100	insurance	141	9.8	257
						1,042		
86	**Olympia & York Developments Ltd**	Canada	Landmark Land*	25	multicompany	238	22.0	2,152
	Gulf Canada	Canada	Abitibi-Price	90	forest products	439	NA	217
	Trizec	Canada	Rouse*	23	property dev, banking	340	18.6	1,420
						1,017		
87	**Otto Versand**	Germany	Spiegel	100	catalog retailing	1,002	36.2	759
88	**First City Financial**	Canada	HH Robertson*	25	construction	554	–41.8	344
			Scovill	100	manufacturing	433	4.5	619
						987		
89	**Bank of Montreal**	Canada	Harris Bankcorp	100	banking	982	68.0	9,892
90	**Standard Chartered Bank Group**	UK	Union Bank	100	banking	782	56.5	9,519
			United Bank of Arizona	100	banking	198	16.3	2,697
						980		
91	**National Westminster Bank Plc***	UK	National Westminster Bank US	100	banking	976	67.6	11,080
92	**NV AMEV**	Netherlands	AMEV Holdings	100	insurance	972	66.7	2,104
93	**Bank of Tokyo Ltd***	Japan	California First Bank	77	banking	561	30.7	5,995
			Bank of Tokyo Trust	100	banking	405	30.4	5,874
						966		
94	**Consolidated Gold Fields Plc***	UK	Newmont Mining*	26	mining	381	74.2	1,982
			Gold Fields American	100	natural resources	306	–52.2	748
			ARC America	100	construction materials	277	NA	NA
						964		
95	**IFI International SA**	Luxembourg	Moog Automotive	100	auto parts			
			CR Industries	100	auto parts	790E	NA	NA
			Incom International	100	industrial components			
			RC Cement	20	cement	160E	NA	NA
						950E		
95	**Siebe Plc**	UK	Robertshaw Controls	100	auto controls			
			Ranco	100	electrical equipment	950	NA	NA
			Siebe North	100	safety equipment			
97	**Pechiney**	France	Howmet Turbine	100	gas turbines			
			Pechiney-Cebal	100	packaging	945	NA	1,376
			Technical Components	100	packaging			
98	**Sobey Parties**	Canada	Hannaford Brothers*	26	food distribution	899	18.8	254
99	**Bosch, Robert GmbH**	Germany	Robert Bosch	100	auto parts, machinery	894	32.8	877
100	**Akzo NV***	Netherlands	Akzo America	100	multicompany	868	34.4	NA
100	**Northern Foods Plc**	UK	Prestige Foods	100	meat products	868	NA	235
			Keystone Foods	80	meat, poultry			

*Publicly traded in the U.S. in shares or ADRs. E: Estimate. NA: Not available.
Note: Some foreign investors on the list own U.S. companies indirectly through companies in italics.

THE 100 LARGEST U.S. MULTINATIONALS

In last year's global business survey, we reported that the foreign revenues of the 100 largest U.S. multinational corporations fell by $16.2 billion, to $409 billion. No surprise there, given the strength of the dollar. Wait until the dollar weakened. Then the multinationals' results would perk up.

Well, the dollar weakened all through last year against the major currencies. And so did the multinational group's overall sales. They fell from $409 billion to $383 billion.

The explanation? Oil. The big oil companies have long been among the country's weightiest multinationals. Including Du Pont, which owns Conoco, five of the ten largest multinationals are oil companies. The dollar fell last year, and oil, priced around the world in dollars, remained weak. A double whammy. As a result, the combined foreign revenues of Exxon, Mobil, Texaco, Chevron, Amoco and Occidental fell by over $30 billion.

The U.S.' nonoil multinationals, by contrast, did very nicely last year as the dollar sank. General Motors offset some of its domestic sales sluggishness by increasing its foreign sales nearly $4 billion, to $19.8 billion. Note, in the tables below, that the ratio of GM's foreign-to-overall revenues increased to 19.3% in 1986, from 16.8% the year before. Ford Motor Co. continued last year to derive relatively more of its income abroad than General Motors: Its foreign revenues increased to $19.9 billion, 31.8% of its total sales.

The dollar's fall was especially helpful to the export-oriented U.S. multinationals. Take Xerox. Less than 25% of its assets are overseas. But last year it received over 30% of its sales from abroad. Adding some $750 million in foreign sales to its books enabled Xerox to jump up a few notches, from 22nd to 19th on this year's list.

Beaten into competitive shape when the dollar was strong, the companies below should continue to do well in the months ahead even if the dollar rises modestly. But two dark clouds overhang that forecast. First, unless nations better coordinate their economic policies, the OECD economists expect the industrialized world's economies to grow by just 2.25% next year, down from 2.5% last year and 3% in 1985. The second cloud is Congress' ugly protectionist mood. If the lawmakers are not restrained by the Administration from shooting the economy—ours and the world's—in the foot with trade legislation, there is no telling how much damage will be done to America's multinationals in the years ahead.

1986 rank	Company	Foreign revenue (millions)	Total revenue (millions)	Foreign revenue as % of total	Foreign operating profit (millions)	Total operating profit (millions)	Foreign operating profit as % of total	Foreign assets (millions)	Total assets (millions)	Foreign assets as % of total
1	Exxon	$50,337	$69,888	72.0%	$3,910[1]	$5,219[1]	74.9%	$30,740	$69,484	44.2%
2	Mobil	27,388[2]	46,025[2]	59.5	1,858[1]	1,407[1]	132.1	17,581	37,233	47.2
3	IBM	25,888	51,250	50.5	3,184[1]	4,789[1]	66.5	27,604	57,814	47.7
4	Ford Motor	19,926	62,716	31.8	825[1]	3,285[1]	25.1	18,842	37,933	49.7
5	General Motors	19,837	102,814	19.3	-186[1]	2,945[1]	D-P	16,120	72,403	22.3
6	Texaco	15,494	31,613	49.0	1,170	1,187	98.6	10,279	34,940	29.4
7	Citicorp	10,940	23,496	46.6	522[1]	1,058[1]	49.3	86,117[3]	184,013[3]	46.8
8	El du Pont de Nemours	9,955[4]	26,907	37.0	644[5]	1,791[5]	36.0	8,035	26,733	30.1
9	Dow Chemical	5,948	11,113	53.5	684	1,285	53.2	6,049	12,242	49.4
10	Chevron	5,605	24,352	23.0	808[6]	1,055[6]	76.6	7,662	34,583	22.7
11	BankAmerica	4,659	12,483	37.3	439[1]	-518[1]	P-D	37,263	104,189	35.8
12	Philip Morris	4,573	20,681	22.1	346	3,624	9.5	3,209	17,642	18.2
13	Procter & Gamble	4,490	15,439	29.1	143[1]	709[1]	20.2	3,461	13,055	26.5
14	RJR Nabisco	4,488	15,978	28.1	491	2,617	18.8	3,856	17,019	22.7
15	Chase Manhattan	4,356	9,460	46.0	119[1]	585[1]	20.3	40,940	94,770	43.2
16	ITT[7]	4,180	17,437	24.0	484	1,128	42.9	4,677	35,805	13.1
17	Eastman Kodak	4,152	11,550	35.9	389	724	53.7	4,016	12,902	31.1
18	Coca-Cola	4,019	8,669	46.4	858	1,372	62.5	2,065	8,373	24.7
19	Xerox[7]	3,996[2]	13,046[2]	30.6	158	473	33.4	4,758	19,299	24.7
20	Amoco	3,931[2]	18,478[2]	21.3	263[1]	747[1]	35.2	6,070	23,706	25.6

[1]Net income. [2]Includes other income. [3]Average assets. [4]Includes excise taxes. [5]Operating income after taxes. [6]Net income before corporate expenses. [7]Includes proportionate interest in unconsolidated subsidiaries and affiliates. [8]Pretax income. [9]Includes export sales. [10]Profit before interest and after taxes. [11]Excludes unconsolidated subsidiaries. D-P: Deficit over profit. P-D: Profit over deficit. NA: Not available.

The 100 largest U.S. multinationals

1986 rank	Company	Foreign revenue (millions)	Total revenue (millions)	Foreign revenue as % of total	Foreign operating profit (millions)	Total operating profit (millions)	Foreign operating profit as % of total	Foreign assets (millions)	Total assets (millions)	Foreign assets as % of total
21	General Electric	$3,821[2]	$36,725[2]	10.4%	$740	$4,303	17.2%	$4,090	$34,591	11.8%
22	United Technologies	3,810	15,669	24.3	70[1]	73[1]	95.9	3,266	11,092	29.4
23	JP Morgan	3,654	6,672	54.8	425[1]	873[1]	48.7	36,437	76,039	47.9
24	Goodyear	3,450	9,103	37.9	128	128	100.0	2,658	8,610	30.9
25	Hewlett-Packard	3,290	7,102	46.3	461	998	46.2	2,046	6,287	32.5
26	American Express	3,234	14,652	22.1	248[8]	1,613[8]	15.4	23,121	99,476	23.2
27	Minn Mining & Mfg	3,219[9]	8,602	37.4	513	1,410	36.4	2,098	7,348	28.6
28	Unisys	3,188	7,432	42.9	301	384	78.4	2,725	9,409	29.0
29	Tenneco	3,128	14,529	21.5	190	1,203	15.8	3,454	18,021	19.2
30	Digital Equipment	3,118	7,590	41.1	613	955	64.2	2,633	7,173	36.7
31	Johnson & Johnson	3,031	7,003	43.3	297[1]	330[1]	90.0	2,526	5,877	43.0
32	American Intl Group	2,998	8,876	33.8	460	749	61.4	7,599	21,023	36.1
33	Sears, Roebuck	2,914	44,281	6.6	25[1]	1,351[1]	1.9	2,068	65,995	3.1
34	CPC International	2,869	4,549	63.1	265	445	59.6	2,115	3,651	57.9
35	Colgate-Palmolive	2,699	4,985	54.1	173	362	47.8	1,148	2,846	40.3
36	FW Woolworth	2,696	6,501	41.5	157	456	34.4	1,236	2,850	43.4
37	Manufacturers Hanover	2,610	7,794	33.5	125[1]	411[1]	30.4	24,903	74,397	33.5
38	NCR	2,486	4,882	50.9	256	588	43.5	1,483	4,015	36.9
39	Allied-Signal	2,470	11,794	20.9	157	605	26.0	2,099	11,268	18.6
40	Kraft	2,464	8,742	28.2	189	834	22.7	1,212	4,749	25.5
41	Bankers Trust New York	2,447	4,923	49.7	96[1]	428[1]	22.4	32,028	56,420	56.8
42	American Brands[7]	2,384	6,221	38.3	201	847	23.7	2,000	9,056	22.1
43	K mart[7]	2,365	25,350	9.3	NA	1,028[8]	NA	841	10,822	7.8
44	Motorola	2,250	7,508	30.0	164	463	35.4	1,278	4,682	27.3
45	Monsanto	2,241	6,879	32.6	165	671	24.6	1,757	8,269	21.2
46	Atlantic Richfield	2,226	14,487	15.4	146[1]	615[1]	23.7	2,157	21,604	10.0
47	GTE	2,135	15,112	14.1	101[1]	1,184[1]	8.5	3,214	27,402	11.7
48	Chrysler	2,097	22,586	9.3	379[8]	2,325[8]	16.3	2,471	14,463	17.1
49	Pan Am Corp	2,050	3,039	67.5	–64	–324	19.8	NA	2,108	NA
50	Merck	2,024	4,129	49.0	383[8]	1,039[8]	36.9	1,858	5,105	36.4
51	Pfizer	1,993	4,476	44.5	341	1,025	33.3	1,919	5,164	37.1
52	Sara Lee	1,913	7,938	24.1	138	514	26.8	1,417	3,503	40.5
53	Caterpillar	1,866	7,321	25.5	–43	378	D-P	1,374	6,288	21.9
54	Cigna	1,859	17,064	10.9	33	701	4.7	5,743	50,016	11.5
55	Phillips Petroleum	1,833	9,786	18.7	471	987	47.7	2,123	12,399	17.1
56	Union Carbide	1,788	6,343	28.2	63[1]	699[1]	9.0	2,516	7,571	33.2
57	Gillette	1,717	2,818	60.9	258	411	62.8	1,501	2,540	59.1
58	Chemical New York	1,611	5,488	29.4	105[1]	402[1]	26.1	17,695	60,564	29.2
59	HJ Heinz	1,601	4,366	36.7	180	551	32.7	1,113	2,837	39.2
60	Sun Co	1,588	9,376	16.9	30[10]	408[10]	7.4	2,724	11,684	23.3

[1]Net income. [2]Includes other income. [3]Average assets. [4]Includes excise taxes. [5]Operating income after taxes. [6]Net income before corporate expenses. [7]Includes proportionate interest in unconsolidated subsidiaries and affiliates. [8]Pretax income. [9]Includes export sales. [10]Profit before interest and after taxes. [11]Excludes unconsolidated subsidiaries. D-P: Deficit over profit. P-D: Profit over deficit. NA: Not available.

The 100 largest U.S. multinationals

1986 rank	Company	Foreign revenue (millions)	Total revenue (millions)	Foreign revenue as % of total	Foreign operating profit (millions)	Total operating profit (millions)	Foreign operating profit as % of total	Foreign assets (millions)	Total assets (millions)	Foreign assets as % of total
61	TRW	$1,529	$6,036	25.3%	$162	$514	31.5%	$1,203	$3,909	30.8%
62	Occidental Petroleum	1,516[2]	16,029[2]	9.5	196[1]	172[1]	114.0	2,046	17,467	11.7
63	Unocal	1,506[2]	7,744[2]	19.4	99[1]	176[1]	56.3	1,545	10,133	15.2
64	Texas Instruments	1,486	4,974	29.9	39	173	22.5	1,077	3,337	32.3
65	WR Grace	1,472	3,726	39.5	189	24	787.5	978	4,097	23.9
66	Allegis	1,410	9,196	15.3	66	407	16.2	592	8,717	6.8
67	Warner-Lambert	1,356	3,103	43.7	319	789	40.4	1,133	-2,516	45.0
68	Bristol-Myers	1,337	4,836	27.6	223	1,001	22.3	1,099	4,183	26.3
69	SmithKline Beckman	1,306	3,745	34.9	224	756	29.6	1,245	4,222	29.5
70	Eli Lilly	1,292	3,720	34.7	243[8]	881[8]	27.6	1,286	4,596	28.0
71	Dresser Industries	1,287	3,661	35.2	116	26	446.2	906	3,110	29.1
72	American Cyanamid	1,280	3,816	33.5	111[1]	203[1]	54.7	889	3,667	24.2
73	Deere	1,247	3,516	35.5	4	-416	P-D	922	4,974	18.5
74	American Home Products	1,245	4,927	25.3	241	1,250	19.3	815	4,175	19.5
75	Security Pacific	1,237	5,977	20.7	76[1]	386[1]	19.7	13,419	62,606	21.4
76	PepsiCo	1,226	9,291	13.2	65	902	7.2	2,275	8,029	28.3
77	Kimberly-Clark	1,209	4,303	28.1	93[1]	269[1]	34.6	1,109	3,676	30.2
78	PPG Industries	1,195	4,687	25.5	147	696	21.1	1,270	4,641	27.4
79	Hercules[7]	1,182	3,245	36.4	263	369	71.3	1,046	3,326	31.4
80	Rockwell International	1,181	12,296	9.6	170	1,213	14.0	1,066	7,703	13.8
81	Abbott Laboratories	1,175	3,808	30.9	201	910	22.1	826	3,866	21.4
82	American Standard	1,173	3,075	38.1	139	248	56.0	773	2,208	35.0
83	Honeywell	1,165	5,378	21.7	30	257	11.7	1,130	5,141	22.0
84	McDonald's	1,164[2]	4,240[2]	27.5	107[1]	480[1]	22.3	1,750	5,969	29.3
85	Aluminum Co of America[7]	1,146	5,315	21.6	3[11]	219[11]	1.4	2,292	7,726	29.7
86	First Chicago	1,131	4,001	28.3	-53[1]	276[1]	D-P	11,090	39,148	28.3
87	Scott Paper[7]	1,107	3,890	28.5	140[8]	484[8]	28.9	963	4,125	23.3
88	Baxter Travenol	1,091	5,543	19.7	186	626	29.7	826	7,068	11.7
89	Trans World Airlines	1,082	3,145	34.4	-25[8]	-106[8]	23.6	979	3,370	29.1
90	Continental Corp	1,078	6,002	18.0	22	282	0.1	2,906	13,623	21.3
91	Quaker Oats	1,075	3,671	29.3	97	393	24.7	524	2,034	25.8
92	Kellogg	1,072	3,341	32.1	71[1]	319[1]	22.3	897	2,084	43.0
93	Bank of Boston	1,065	3,540	30.1	23[1]	233[1]	9.9	6,877[3]	29,709[3]	23.1
94	Firestone	1,048	3,501	29.9	75	192	39.1	909	2,593	35.1
95	Halliburton	1,045	3,527	29.6	-119	-595	20.0	837	3,328	25.2
96	Avon Products	1,028	2,883	35.7	152	358	42.5	597	2,296	26.0
97	Merrill Lynch	1,017	9,475	10.7	-27[8]	773[8]	D-P	6,112	53,013	11.5
98	Control Data	1,013	3,347	30.3	48	-281	P-D	654	2,595	25.2
99	Henley Group	988	3,172	31.1	70[1]	-426[1]	P-D	457	4,698	9.7
100	Schering-Plough	983	2,399	41.0	140	453	30.9	889	3,001	29.6

[1]Net income. [2]Includes other income. [3]Average assets. [4]Includes excise taxes. [5]Operating income after taxes. [6]Net income before corporate expenses. [7]Includes proportionate interest in unconsolidated subsidiaries and affiliates. [8]Pretax income. [9]Includes export sales. [10]Profit before interest and after taxes. [11]Excludes unconsolidated subsidiaries. D-P: Deficit over profit. P-D: Profit over deficit. NA: Not available.

100 U.S.-TRADED FOREIGN STOCKS

Maurits Edersheim, Drexel Burnham's deputy chairman and head of the firm's three overseas stock funds (assets, $300 million), reminds us that foreign investing is not for everyone. "If you have less than $100,000 in equities and think you'll need the money any time in the next few years," says Edersheim, "you probably shouldn't invest overseas." And most who do invest abroad are well advised to stick to well-managed foreign mutual funds (see the Forbes Annual Mutual Funds Survey, every September).

But for investors who like to pick their own stocks and want to diversify abroad without the attendant risks and expenses of buying foreign stocks directly, the 100 companies listed below present a sensible compromise. These are 100 large foreign stocks that are listed on U.S. exchanges or trade o-t-c. Generally, foreign stocks with U.S. listings must conform to the same SEC regulations as U.S. companies. That means better disclosure and less room for manipulation. These stocks also often enjoy support from institutional investors. That means more liquidity.

Of these 100 foreign companies, the shares of 36 are identical to the stock that is traded back home. The other 64 trade in the form of American Depositary Receipts. ADRs are not actual stock certificates, but rather claims of ownership issued by banks, which guarantee that the corresponding share certificates are held in vaults overseas *(see "The ABCs of ADRs," FORBES, June 15)*. Remember that ADRs often represent a bundle of foreign shares. A single Japanese share of Hitachi, for example, trades in Tokyo for around $8.20, too low to attract much U.S. institutional interest. Each of Hitachi's ADRs, however, represents ten Japanese shares and so trades for around $82.

Last year was another excellent year for many of the stocks on our list. Mighty Royal Dutch Petroleum added 62% to its market value; Unilever NV rose 72%; Japan's Kubota doubled in value; and steelmaker Tubos de Acero de Mexico trebled.

To look at stock markets in retrospect is, of course, to die of remorse. But Larry Martin, head of the international portfolio department at Boston's State Street Bank & Trust Co., believes many overseas opportunities still exist. "West Germany, Hong Kong and Switzerland have had a rough time lately and are undervalued, while the United Kingdom, France and Italy are overvalued," says Martin. Drexel's Edersheim thinks there is plenty of action left in Royal Dutch Petroleum, Unilever NV, British Petroleum and Imperial Chemical Industries.

Exch	Company/business	Corporate headquarters	Price recent	Price 52-week high–low	Latest 12-mos EPS	P/E	Dividend	Yield
o	**Advanced Semi Mtls Intl NV**/eq to mfr semicon	Netherlands	9	10 – 2¼	$–4.30	NM	0.00	—
a	**Alliance Tire & Rubber**/tire & rubber	Israel	1¾	3 – 1⅜	–0.51	NM	0.00	—
a	**Amer Israeli Paper Mills**/paper products	Israel	22⅞	32 –11⅜	2.82	8.1	$0.31	1.4%
o	**Aneco Reinsurance**/insurance	Bermuda	2¾	4⅜ – 1¾	0.25	11.0	0.00	—
o	•**Anglo Amer Corp S Afr**/gold, diamonds	South Africa	24¼	26⅛ – 9¼	2.48	9.8	0.65	2.7
o	•**Anglo Amer Gold Inv**/invest precious mtls	South Africa	10½	12⅜ – 4½	0.77	13.6	0.60	5.7
n	**ASA Limited**/closed-end invest co	South Africa	55⅞	73½ –28¾	3.31	16.9	3.00	5.4
o	•**ASEA AB**/electrical equipment	Sweden	55⅞	54⅞ –44½	5.45	10.3	0.00	—
a	**Atlas Cons Min & Devel**/copper & gold	Philippines	1¼	1⅝ – ⅜	–0.53	NM	0.00	—
n	•**Banco Central SA**/bank	Spain	20⅝	20¾ –19	1.12	18.4	0.46	2.2
n	•**Barclays**/bank	UK	38⅛	39¾ –26½	5.27	7.2	1.51	4.0
a	•**B.A.T Industries**/tobacco, paper prods	UK	15½	10 – 5½	0.79	11.9	0.24	2.5
o	•**Beecham Group**/drugs, food process	UK	9⅛	9½ – 5⅛	0.36	25.2	0.20	2.2
n	**Benguet**/gold & copper, machinery	Philippines	7½	9⅞ – 3¼	0.23	32.6	0.00	—
o	•**Blyvooruitzicht Gold Min**/gold, uranium	South Africa	7⅜	8⅞ – 3½	1.11	6.6	0.77	10.4
o	•**Bowater Industries**/paper products	UK	8½	9 – 4¼	0.41	20.6	0.18	2.1
o	**Brilund**/oil, gas exploration	Australia	1¾	3¼ – 1	–0.08[1]	NM	0.00	—
n	•**British Airways**/airline	UK	24½	29½ –16⅛	0.31	NM	0.00	—
n	•**British Gas**/natural gas	UK	28⅝	32 –23⅛	3.98	7.2	0.00	—
n	•**British Petroleum**/integrated oil	UK	72	73 –33½	2.62	27.5	2.64	3.7

a: American Stock Exchange. n: New York Stock Exchange. o: over-the-counter. •American Depositary Receipts. NM: Not meaningful. [1]1985 EPS.

100 U.S.-traded foreign stocks

Exch	Company/business	Corporate headquarters	Price recent	Price 52-week high–low	Latest 12-mos EPS	P/E	Dividend	Yield
n	•**British Telecom**/telecomm	UK	48⅝	55⅝ –26	$2.60	18.7	$1.39	2.9%
n	•**Broken Hill Prop**/steel, oil & gas prod	Australia	28⅛	28⅞ –26¼	0.35	NM	0.36	1.3
o	•**Buffelsfontein Gold Mining**/gold, uranium	South Africa	20	27⅝ –14⅝	11.49	1.7	3.32	16.6
o	•**Burmah Oil**/oil	UK	9½	9½ – 4⅞	0.51[1]	18.5	0.36	3.8
o	•**Cadbury Schweppes**/food processing	UK	43¾	45⅜ –18⅝	2.12	20.6	1.23	2.8
o	•**Canon**/precision instruments	Japan	34¼	37⅜ –23⅛	1.82	18.8	0.35	1.0
o	**Challenger Intl**/oil	Bermuda	4¼	8 – 3¼	–0.37	NM	0.00	—
n	**Club Med**/resorts	BWI	25¾	31 –21¼	1.30	19.8	0.20	0.8
n	**Commodore Intl**/computer equip	Bahamas	9¼	15 – 5	0.69	14.1	0.00	—
a	•**Courtaulds**/textiles	UK	7⅝	7⅞ – 3⅜	0.44[1]	17.3	0.11	1.4
o	•**De Beers Cons Mines**/diamonds	South Africa	11½	14 – 5⅞	1.12[1]	10.3	0.33	2.9
o	•**Driefontein Consolidated**/gold mining	South Africa	23⅛	27½ –10⅜	1.83	12.6	1.17	5.1
o	•**Elan**/biotechnology	Ireland	19⅜	20⅛ – 5	0.31	62.5	0.00	—
o	**Elbit Computers**/computer equipment	Israel	9¼	11⅜ – 6¼	1.09	8.9	0.75	7.7
o	**Elron Electronic Inds**/computer & med eq	Israel	8⅛	9½ – 4⅝	–1.34	NM	0.00	—
n	**Elscint**/precision instruments	Israel	2¼	3 – 1⅜	–2.59	NM	0.00	—
n	**Erbamont NV**/drugs	Neth Antilles	30½	35 –19	1.61	18.9	0.52	1.7
a	**Etz Lavud**/wood & plastic products	Israel	11	13⅞ – 8⅛	0.04	NM	0.00	—
o	•**Fisons**/drugs	UK	25¼	25⅝ –14¼	0.79	32.0	0.22	0.9
o	•**Fuji Photo Film**/photo products	Japan	50⅛	50½ –32	1.66	30.3	0.13	0.3
o	•**Gambro AB**/health care equipment	Sweden	19¼	20⅝ –12	0.84	23.5	0.10	0.5
n	•**Glaxo Holdings**/drugs, food, med equip	UK	26¼	26¼ –12⅝	0.99	27.0	0.25	0.9
o	**Gotaas Larsen Shipping**/maritime	Bermuda	30¼	32¼ –23⅜	2.33	13.0	0.24	0.8
n	•**Hanson Trust**/tobacco, food, retail	UK	14½	14⅜ –10	0.85	17.1	0.19	1.3
n	•**Hitachi**/electrical equipment	Japan	85½	85½ –48½	2.18	39.2	0.48	0.6
n	•**Honda Motor**/autos, motorcycles	Japan	121½	122½ –62⅞	4.69	25.9	0.66	0.5
o	•**Huntington Intl Holdings**/lab services	UK	24¼	25¼ – 4¼	1.09	22.2	0.00	—
o	**ISS Intelligent Info Sys**/computer equipment	Israel	5½	5⅝ – 2⅞	0.57	9.6	0.12	2.2
n	•**Imperial Chemical Inds**/chemicals	UK	97⅛	98¼ –57⅛	6.05	16.1	3.11	3.2
o	•**Instrumentarium**/health care equip	Finland	17¼	17¾ –11⅜	0.95	18.2	0.19	1.1
o	**InterPharm Labs**/biotechnology	Israel	3½	5⅜ – 3½	0.09	38.9	0.00	—
o	**Intl Capital Equipment**/financial services	Bermuda	2	6⅛ – 1⅞	–0.23	NM	0.00	—
o	•**Ito-Yokado**/retail	Japan	114¼	117½ –87½	2.00	57.1	0.44	0.4
o	•**Jaguar**/automobiles	UK	8¾	9⅞ – 6⅞	0.68	12.9	0.18	2.1
n	**KLM Royal Dutch Airlines**/airline	Netherlands	25⅜	26⅜ –17	1.74	14.6	0.69	2.7
o	•**Kloof Gold Mining**/gold mining	South Africa	12⅛	15½ – 4½	0.94	12.9	0.45	3.7
n	•**Kubota**/agricultural equip, pipe	Japan	83¼	95 –42	0.63	NM	0.55	0.7
n	•**Kyocera**/ceramics, electronics, optics	Japan	84	84¼ –42½	1.36	61.8	0.47	0.6
a	**Laser Industries**/health care equipment	Israel	15¼	17½ – 9¼	0.83	18.4	0.00	—
o	•**LM Ericsson Tel**/telecomm	Sweden	39⅝	47½ –28½	2.19	18.1	1.20	3.0

a: American Stock Exchange. n: New York Stock Exchange. o: over-the-counter. •American Depositary Receipts. NM: Not meaningful. [1]1985 EPS.

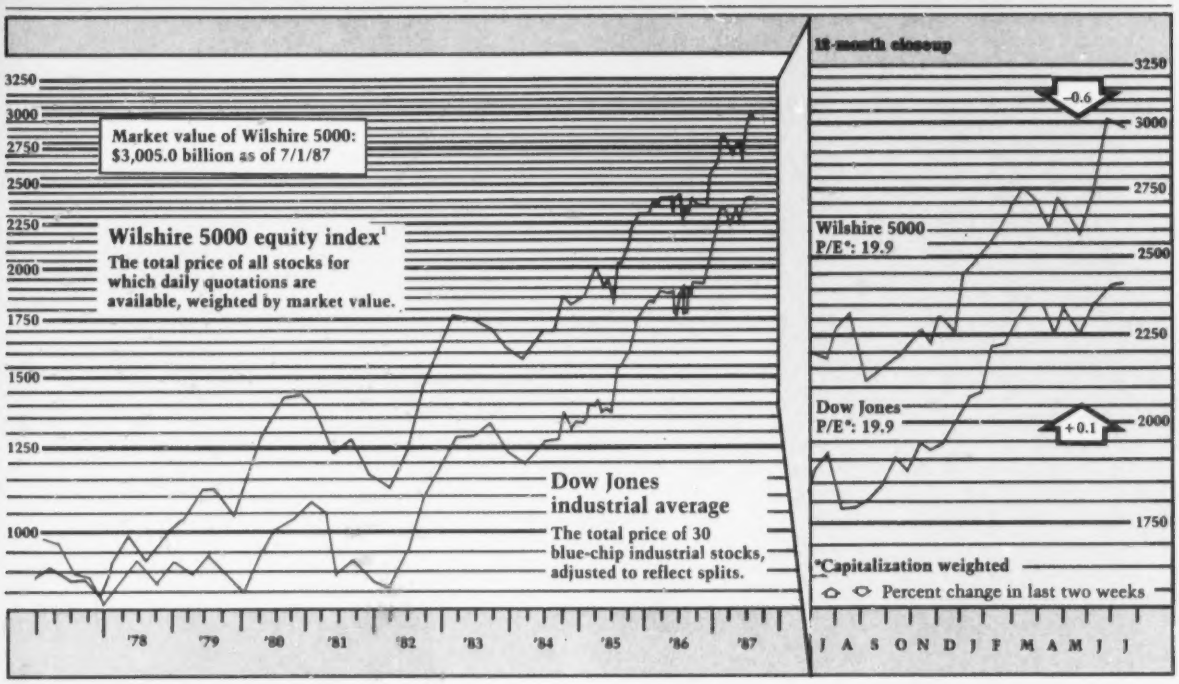
100 U.S.-traded foreign stocks

Exch	Company/business	Corporate headquarters	Price recent	Price 52-week high–low	Latest 12-mos EPS	P/E	Dividend	Yield
o	•**Louis Vuitton SA**/luggage, leather prods	France	42⅞	50⅛ – 35⅝	$1.52	28.2	$0.51	1.2%
n	•**Matsushita Electric Indl**/appliances	Japan	156¼	156¼ – 76¾	5.51	28.4	0.50	0.3
o	•**Minerals & Resources**/invsts in trgn mines	Bermuda	12⅛	13⅞ – 6⅞	0.32	37.9	0.22	1.8
o	•**Mitsui & Co**/trading company	Japan	106	130¼ – 64	1.13[1]	NM	0.52	0.5
n	•**Natl Westminster**/bank	UK	35⅜	37 – 20⅞	4.52	7.8	1.24	3.5
o	•**NEC Corp**/telecomm equipment	Japan	76¼	79 – 45	0.54	NM	0.25	0.3
n	•**News Corp**/newspapers, tv	Australia	26¼	35¾ – 11⅜	1.58	16.6	0.06	0.2
o	•**Norsk Data**/computer	Norway	32¼	38¼ – 25⅛	1.26	26.0	0.33	1.0
n	•**Norsk Hydro AS**/energy, chem prods	Norway	29¼	31⅞ – 16⅞	–0.60	NM	0.00	—
n	•**Novo Industri AS**/drugs	Denmark	40⅞	42½ – 28½	2.81	14.5	0.41	1.0
o	**Optrotech**/electro-optical systems	Israel	8½	9¼ – 2⅝	0.21	40.5	0.00	—
a	**O'Okiep Copper**/copper	South Africa	11⅜	14 – 3	0.76	15.0	0.00	—
o	•**Pharmacia AB**/health care equip	Sweden	23¾	28⅜ – 19⅜	–0.02	NM	0.15	0.6
a	**Philippine Long Dis Tel**/telecomm	Philippines	27⅝	30½ – 5⅛	4.63	6.0	0.23	0.8
n	**Philips NV**/elec equip, electronics	Netherlands	25⅜	25⅞ – 18⅜	2.14	11.9	0.80	3.2
n	•**Pioneer Electronics**/electronics	Japan	42½	42½ – 21⅞	0.41	NM	0.13	0.3
o	•**Rank Organisation**/leisure services	UK	12⅞	13¼ – 6¾	0.65	19.8	0.31	2.4
o	•**Rodime**/computer equipment	UK	9⅜	10⅜ – 4¾	–0.56	NM	0.00	—
n	**Royal Dutch Petroleum**/integrated oil	Netherlands	128⅛	134¼ – 76¾	9.86	13.0	6.04	4.7
o	•**Saatchi & Saatchi**/advertising	UK	32¼	40½ – 15⅜	1.85	17.4	0.87	2.7
a	**San Carlos Milling**/sugar	Philippines	2½	6⅛ – 1¾	–0.14[1]	NM	0.00	—
n	**Schlumberger**/oilfield svcs, electronics	Neth Antilles	44¼	46½ – 27¼	–1.46	NM	1.20	2.7
n	**Sea Containers**/maritime	Bermuda	22¼	25¾ – 12¾	–5.58	NM	0.00	—
n	**Service Resources**/financial printing	Panama	14⅜	20⅜ – 9⅜	–1.22	NM	0.00	—
n	**Shell Trans & Trading**/integrated oil	UK	88½	91¼ – 46¼	4.91	18.0	3.67	4.1
n	•**Sony**/electronics	Japan	29⅝	29⅝ – 18⅛	0.61	48.6	0.22	0.7
o	•**St Helena Gold Mines**/gold mining	South Africa	15	22 – 8½	3.46[1]	4.3	1.55	10.3
n	**Syntex**/drugs	Panama	43¾	43¾ – 25⅞	1.82	24.0	1.00	2.3
n	•**TDK**/audio and videotape	Japan	57¾	57¾ – 37¼	1.58	36.6	0.58	1.0
o	•**Teva Pharmaceutical**/drugs	Israel	9⅝	12 – 3¼	0.52	18.5	0.10	1.0
o	•**Tokio Marine & Fire Ins**/insurance	Japan	78⅞	103⅜ – 58	0.89	NM	0.17	0.2
a	•**Tubos de Acero de Mexico**/steel	Mexico	4⅛	5¼ – 1¼	0.76[1]	5.4	0.00	—
n	**Unilever NV**/multicompany	Neth Antilles	334	338¼–191	19.55	17.1	7.17	2.1
n	•**Unilever**/multicompany	UK	218¼	219½ – 99	11.70	18.7	3.70	1.7
o	**Universal Furniture**/furniture	Hong Kong	17¾	20⅝ – 7⅛	1.05	16.9	0.00	—
o	•**Vaal Reefs Expl & Mining**/gold mining	South Africa	11¾	15¼ – 4	1.08[1]	10.9	0.77	6.6
o	**Velcro Inds NV**/fastening tapes	Netherlands	24	30½ – 20¾	1.63	14.7	0.92	3.8
o	•**Volvo AB**/auto & truck mfr	Sweden	49¼	59⅞ – 23½	5.65	8.7	1.23	2.5
o	•**Welkom Gold Holdings**/gold mining	South Africa	10⅛	12⅞ – 4⅛	0.91[1]	11.1	0.83	8.2
o	•**Western Deep Levels**/gold mining	South Africa	57¼	75⅞ – 22⅜	6.10[1]	9.4	2.31	4.0

a: American Stock Exchange. n: New York Stock Exchange. o: over-the-counter. •American Depositary Receipts. NM: Not meaningful. [1]1985 EPS.

The Forbes/Wilshire 5000 Review

Edited by Steve Kichen



Blue chip stocks held their ground through the last ten trading days. The Dow remained virtually unchanged. The NYSE, Amex and over-the-counter issues lost less than 1%. The overall market, as measured by the Wilshire index, fell 0.9%. This continues to be a good market for big stocks. Over the last 52 weeks the 30 Dow industrials gained 26.2%. At the other extreme are Nasdaq issues, with only a 3.7% increase. The Wilshire index falls in the middle with a 15.4% gain.

A year ago, when the Wilshire index sold for 19 times trailing 12-month earnings, the 30 large companies that make up the Dow showed an average P/E of 14. No great surprise there. The very bigness of the Dow stocks limits their growth opportunities. But right now both the Wilshire and the Dow have P/Es around 20. Something's got to give. To restore the usual parity, Wall Street will either bid up secondary stocks or have second thoughts, dark ones, about the Dow stocks.

Closeup On the Equity Markets

Performance of six leading indexes

Percent change	Wilshire 5000	Forbes 500[2]	Dow Jones industrials	NYSE Composite	Amex Market Value Index	NASDAQ Composite
in last 4 weeks	3.1	3.4	3.8	3.2	3.2	2.1
in last 52 weeks	15.4	16.5	26.2	17.5	18.7	3.7

Stock performance based on six key investor yardsticks

Percent change	Company size		Volatility[3]		P/E multiple		Dividend yield		Growth profile[4]		Share price	
	large	small	high	low	over 25	under 5	over 7.5%	none	high	low	over $40	under $4
in last 4 weeks	3.8	4.1	2.4	1.9	1.6	2.0	2.1	3.5	1.2	2.9	3.5	3.1
in last 52 weeks	17.5	35.6	54.6	18.6	13.4	7.9	6.3	41.6	48.6	13.3	13.3	26.9

[1]Wilshire index reflects price performance. It differs slightly from market value of outstanding stocks because of retirements of equity since index was created. [2]Based on sales. [3]A stock's sensitivity to overall market movement. High-volatility issues have wide price fluctuations, low-volatility issues are more stable. [4]A quantitative evaluation of a stock's growth image, determined by Wilshire Associates.

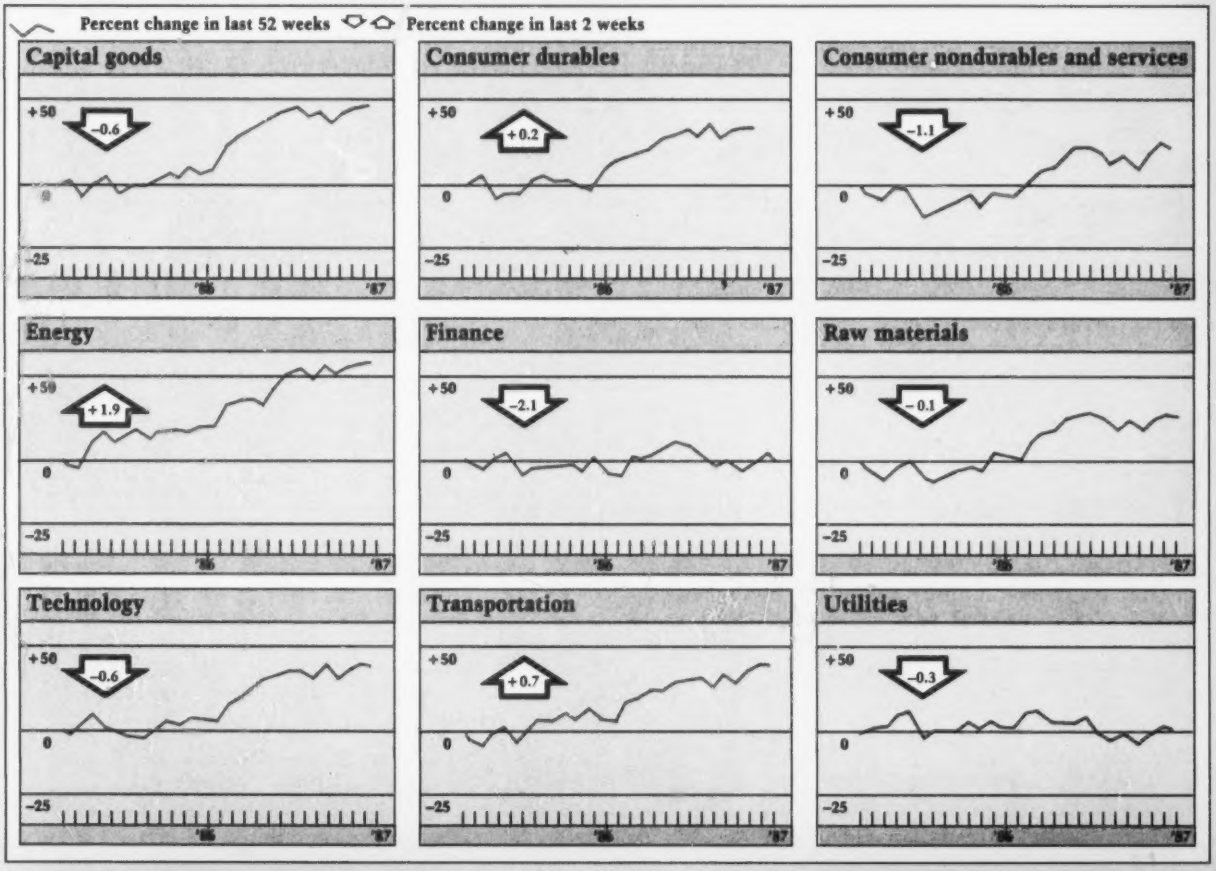
Note: All data for periods ending 7/1/87. Prepared by Wilshire Associates, Santa Monica, Calif.

Guy French

Where the Action Is

Crude action. During the last two weeks energy was the top-performing Wilshire sector, rising 1.9%. The interest in oil stocks may be more of a response to tensions in the Persian Gulf than concern that OPEC will stick to its output quotas. The market's reaction was to bid up the price of stocks that could benefit from increased U.S. production. Ocean Drilling & Exploration, Bow Valley Industries and Baker Hughes all gained more than 10%.

The continued strength of the energy sector leaves this group with a 50.2% gain over the last 52 weeks. That's better than the overall market by more than a 3-to-1 margin. A year ago oil stocks were in Wall Street's doghouse, selling for only 13 times 1986 estimated earnings. Score one more for contrarians.



What the Analysts Think

Optimistic earnings forecasts are helping to push up stock prices. During the last two weeks analysts raised their estimates for consumer durables, energy, consumer nondurables and raw materials. Unlike recent years, the Institutional Brokers Estimate System (IBES) reports estimate increases are outnumbering cuts by a significant margin.

Forecasting the Forbes Sales 500

Performance period	Average earnings per share	P/E
latest 12 months	$2.52	18.5
1987 estimates	3.16	14.8
1988 estimates	3.84	12.2

Rank based on change in estimate	Sector	Estimated 1987 EPS	Estimated 1987 P/E	% change in 1987 estimate in 2 weeks	% change in 1987 estimate in 4 weeks
1	Consumer durables	$3.79	13.8	0.65%	2.04%
2	Energy	2.60	18.4	0.46	0.89
3	Consumer nondurables	2.37	17.7	0.33	0.20
4	Raw materials	2.25	16.5	0.19	0.30
5	Utilities	2.63	10.5	-0.06	-0.55
6	Capital goods	2.15	19.7	-0.08	-0.54
7	Technology	2.51	17.6	-0.43	-0.57
8	Finance	3.31	10.0	-0.48	-4.73
9	Transportation	2.33	15.7	-1.12	-2.59

Earnings projections are capitalization-weighted consensus estimates from over 2,000 security analysts. Data are compiled and updated continually by the Institutional Brokers Estimate System (IBES), a service of Lynch, Jones & Ryan, a New York-based brokerage firm.

Note: All data for periods ending 7/1/87. Prepared by Wilshire Associates, Santa Monica, Calif.; IBES, a service of Lynch, Jones & Ryan, New York.